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The



CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

No. 2903
VOL. CXXIII

SEPTEMBER 28, 1935

Annual Subscription (with
Diary) 20/-. Single Copies 9d.

BÜTYWAVE SHAMPOO GIFT OFFER

My advertising programme (wherein I am telling 15,000,000 women that an Art Silk Hair Net is given free with each 6d. Būtywave Shampoo) is now well under way.

Give the coloured display head (holding 2 dozen nets) a prominent place in your window—and make sure of big 'net' profits from Būtywave Shampoo

Your Wholesaler holds Stocks. Minimum order of 2 doz. Shampoos entitles you to 2 doz. Hair Nets

Best Quantity Terms :—

Carriage Paid on 6 doz. Display and Cash Discount 30 days 10%
Outlay £1.1.7—Return £1.16.0
Profit 14/5d.

Gift Offer not available in I.F.S. or Abroad

2 Dozen Hair Setting Nets on each Display Card. Therefore place your Shampoo orders in multiples of 2 doz.



Order through your Wholesaler or direct to :—

THE BÜTYWAVE COMPANY

(W. FLETCHER, M.P.S.)

5 RAMPAYNE STREET, S.W.1



PARAGON BRAND

B.P.C. absorbent cotton wool, plain & boric lint **IN CARTONS**

Paragon Brand Absorbent Cotton Wool, Plain and Boric Lint are now offered to the trade in $\frac{1}{2}$ oz., 1 oz., 2 oz., 4 oz., 8 oz., and 16 oz. cartons.

Easier to handle, distinctive, guaranteed, these new packs represent a remarkable advance in the marketing of dressings required for all surgical purposes. The contents of every carton conform to the requirements of the Ministry of Health.

British Made by
T. J. SMITH & NEPHEW
LIMITED
Dept. C., HULL
LONDON HULL MANCHESTER
GLASGOW

Manufacturers of Elastoplast and Paragon
Brand Surgical Dressings

THE PRICES ARE AS FOLLOWS

B.P.C. ABSORBENT COTTON WOOL IN CARTONS

	$\frac{1}{2}$ oz.	1 oz.	2 ozs.	4 ozs.	8 ozs.	16 ozs.
Trade	1/1	1/7	2/6	4/4	7/9	14/6 per dozen

B.P.C. PLAIN LINT IN CARTONS

Trade	1/1 $\frac{3}{4}$	1/10	3/2	5/6	10/3	19/6 per dozen
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B.P.C. BORIC LINT IN CARTONS

Trade	1/0 $\frac{1}{2}$	1/6 $\frac{1}{2}$	2/6 $\frac{1}{2}$	4/5	8/3	15/6 per dozen
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ORDER THROUGH YOUR WHOLESALE

SPECIAL BONUS

PARCEL

SEPTEMBER

16

OCTOBER

14

FOR

OSTOMALT

4 VITAMIN MALT

Stock now and be ready for the winter—at bonus, big profit terms. This offer is open for one month only. Parcels supplied on strict understanding that a display will be made. *Special* new display piece and booklets included. Orders received during September will not be despatched and invoiced until October 1st unless otherwise requested. Order direct from Glaxo Laboratories or from Sangers Ltd., Euston Road, N.W.1.

EVERY PARCEL
INCLUDES ONE
DOZEN 1 $\frac{3}{4}$ OZ.
SAMPLES—FREE.

$\frac{3}{4}$ dozen x $\frac{1}{2}$ lb. jars @ 1/9 less 25% -	-	-	-	11	10
---	---	---	---	----	----

3 x $\frac{1}{2}$ lb. jars FREE -	-	-	-	-	-
-----------------------------------	---	---	---	---	---

$\frac{3}{4}$ dozen x 1 lb. jars @ 3/- less 25% -	-	-	-	1	0	3
---	---	---	---	---	---	---

3 x 1 lb. jars FREE -	-	-	-	-	-
-----------------------	---	---	---	---	---

	1	12	1
--	---	----	---

The above sells for -	-	-	-	2	17	0
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Showing you a profit of -	£1	4	11
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—78% on cost. 44% on turnover.

Not available in I.F.S. or Channel Islands.

SHOWS
44%
PROFIT ON
TURNOVER

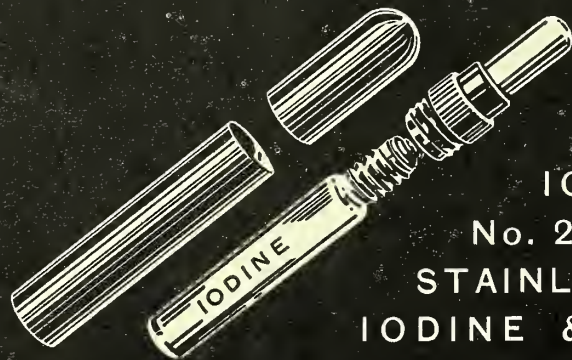
GLAXO LABORATORIES, 56 OSNABURGH STREET, LONDON, N.W.1. Museum 8040

GL143

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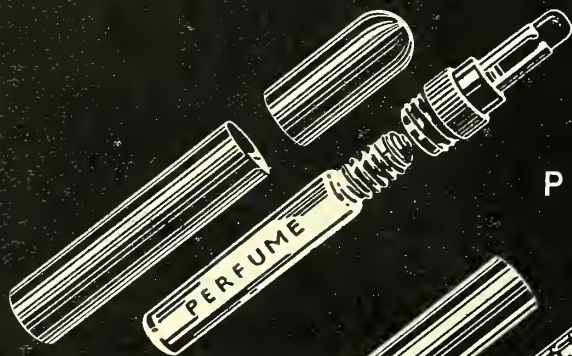
PENCILS HAX

4/- DOZ.



No. 1
B.P. TINCTURE OF
IODINE & STYPTIC

No. 2
STAINLESS TINCTURE OF
IODINE & STYPTIC



No. 3
LIPSTICK AND
PERFUME



No. 4
ASPIRIN &
EAU DE COLOGNE

ALL REFILLS 2/- DOZ.
EXCEPTING TABLETS OF
ASPIRIN WHICH ARE 8^D PER DOZ.
(TUBES)

ORDER TODAY FROM YOUR WHOLESALE

WHOLESALE HOUSES ONLY SUPPLIED DIRECT BY THE
PROPRIETORS OF HAX AND ANTI-THRAX PRODUCTS
EDWARD HACK LTD., 73 TO 78 HIGH HOLBORN,
LONDON, W.C.1. HOLBORN: 1000, 6000, 9000

HAX PERFUMES



The success of our Lipstick and Perfume Pencil has created a demand for larger sizes of the Perfumes. These Perfumes will prove good sellers and are of the usual Hax standard in quality. EAU DE COLOGNE, O'DESIRE, O'DIVINE, O'DELUSIVE, LAVENDER, SWEET PEA, GARDENIA, HONEY-SUCKLE, JASMIN, ROSE, LILAC, VIOLET

CARDED SINGLY 4/- DOZ

LARGER SIZES 8/- DOZ. BOXED ½ DOZ. 16/- Doz. Boxed Singly.

ORDER TODAY FROM YOUR WHOLESALE

WHOLESALE HOUSES ONLY SUPPLIED DIRECT BY THE
PROPRIETORS OF HAX AND ANTI-THRAX PRODUCTS
EDWARD HACK LTD., 73 TO 78 HIGH HOLBORN,
LONDON, W.C.1. HOLBORN: 1000, 6000, 9000

EXTRACTS TINCTURES PHARMACEUTICALS

Specify
Staff Allens



ESTABLISHED 1833

**STAFFORD ALLEN
& SONS LTD.**

Manufacturing Chemists
ESSENTIAL OIL DISTILLERS
**COWPER STREET
LONDON, E.C.2**

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HAX Aspirin

LOWEST PRICES IN ENGLAND
FULL 5 GRAIN B.P. STANDARD



8^d per doz.
GLASS TUBES
OF 10 TABLETS
PACKED 3 DOZ.
IN DISPLAY BOX



2/- Doz. bottles
of 30 Tablets
4/- Doz. bottles
of 70 Tablets
8/- Doz. bottles
of 150 Tablets

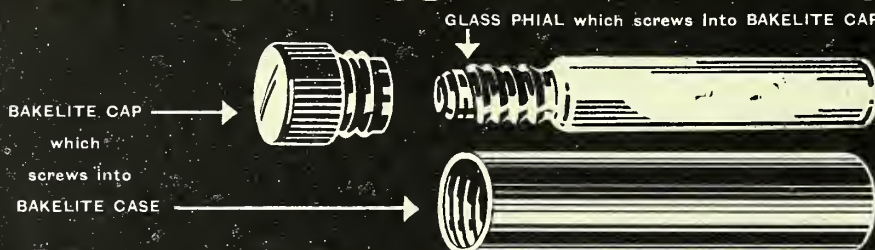
PACKED 1 DOZ. IN DISPLAY BOX

WHY PAY MORE
ORDER TODAY FROM YOUR WHOLESALER

WHOLESALE HOUSES ONLY SUPPLIED DIRECT BY THE PROPRIETORS OF
HAX AND ANTI-THRAX PRODUCTS EDWARD HACK LTD., 73, TO 78
HIGH HOLBORN, LONDON, W.C.1. HOLBORN: 1000, 6000, 9000

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NOTICE & WARNING

THE COMBINED CONTAINER ILLUSTRATED IS COVERED BY PATENT NO. 404315 DATED JULY 1932

Action will be taken to restrain infringement, and VENDORS of infringing Containers are warned that they (as well as Manufacturers) are liable to action for infringement.

Vendors requiring further information please write to:—

EDWARD HACK Ltd.

Anti-Thrax
SAFE BRUSHES

&

HAX

Products

73/78 HIGH HOLBORN, LONDON, W.C.1 TELE: HOLBORN 1000, 6000, 9000

Houbigant

continue
their powerful national
advertising campaign

Full pages in :

VOGUE, SKETCH, TATLER, BRITANNIA & EVE, EVERYWOMAN'S NASH'S, GOOD HOUSEKEEPING, WOMAN & HOME WOMAN & BEAUTY, PICTUREGOER, FILM WEEKLY supporting still further the atmosphere of prestige which surrounds the renowned French brand and reminding your customers that :

1° HOUBIGANT, originators of "QUELQUES FLEURS" maintain absolutely intact their reputation for quality which has made them world-famous.

2° All HOUBIGANT Preparations are manufactured exclusively in **FRANCE**, at **NEUILLY-sur-SEINE**, near **PARIS**, under the personal supervision of their creators.

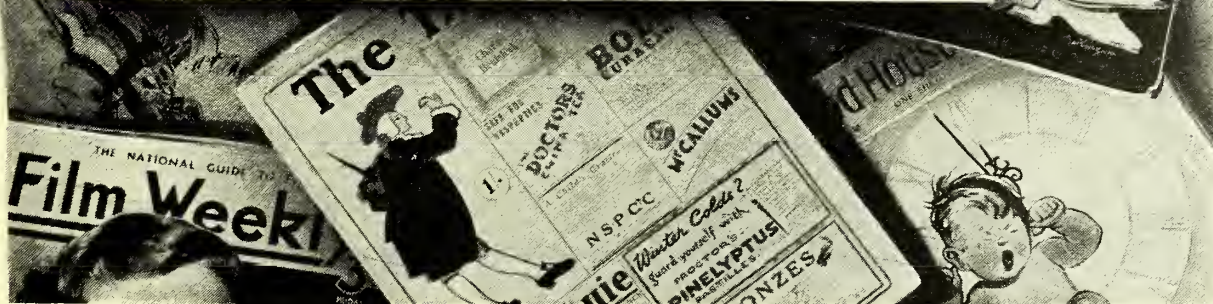
HOUBIGANT Preparations are obtainable from your usual Wholesaler, or direct from

PARFUMERIE HOUBIGANT
19, RUE DU FAUBOURG SAINT-HONORÉ
PARIS VIII^e

THE PERFUMERY MARKETING CO.

Prince's House
190, PICCADILLY
LONDON, W-1

will be pleased to reply to any enquiry.





SECTIONS OF TWO PACKING DEPARTMENTS

PILLS & TABLETS MANUFACTURED AND SUPPLIED IN **BULK** OR

★ **PACKED**

Facilities for the complete production of **PRIVATE PROPRIETARIES**

From Artist's SKETCH to the final **PACK!**

★ ORIGINAL AND EXCLUSIVE DESIGNS
★ PRINTING
★ BOXMAKING
★ SHOW MATERIAL

SECTION OF OUR PRINTING AND STUDIO DEPARTMENTS

LABELLING MACHINES

MAY we quote for your REQUIREMENTS?

COX & Co. Ltd.

Estab. 1839 BRIGHTON

THE BOTTLE FOR THE DISPENSARY

Our best quality hand made **MEDICAL FLATS**

(PALE TINTED)

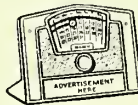
will reduce your bottle account and increase your satisfaction

ALSO PANELS, POISONS, VIALS, &c.

WM. HANSON & SONS, LTD.
ROSEGROVE GLASS WORKS,
BURNLEY

ADVERTISING GIFTS

Very Original



Very Acceptable

Your Name in Gold on Each Article.
Generous Quantity Terms.

Makers : **CALEDOX LTD.**
91 Petty France, Westminster, S.W.1

AYRTON-GRAHAM LTD.

Designers and actual manufacturers of

FITTINGS

For the MODERN PHARMACY.

Shop Fronts, Show Cases, Exhibition Cases, Counter Cases, Counters, Wall Cases, Glass Signs, etc., etc.

PHARMACIES MODERNISED.
ALL GOODS OF BEST QUALITY
AND FINISH AT LOWEST RATES
Competent Fitters sent to all parts.

24 BENSON ST., LIVERPOOL



FOR A PROFITABLE DISPLAY

Due to the cumulative effect of constant recommendation and consistent advertising, MOORLANDS are in greater demand than ever. Moreover, no other 7½d. nationally advertised article sells in such quantity as MOORLANDS and yields anything approaching the same percentage of profit.

It pays to display Moorlands

The Public will have

MOORLAND
BRAND
INDIGESTION TABLETS

W. B. CARTWRIGHT, LTD, Rawdon, Leeds.

Meet my Cousin John Cameron

I've never bothered you with travellers because you have no time to waste talking about lines if you don't want to stock them. And I'm sure that if I can send one customer to your counter, it has more weight with you than a dozen calls of a traveller. But Mr. John Cameron is not a "traveller." He is just popping round for me making goodwill visits and to see if he can be helpful to you in any way on my behalf.

He's been up in Scotland all this week, but where he'll be next week I don't know (he's rather an independent sort of chap). I thought I'd show you his photo so that if he does call in, you'll know him.



My Iodine Locketts are starting up good and strong again this season (backed by advertising, of course). They sell easily at 1/9d. and you get a clear 9d. profit. Yet there are still some short-sighted brother chemists who waste energy pushing cheaper lockets—to get less profit!

Iodine Socks are now selling steadily at 18-22,000 prs. per day (1/3 per pair, and you get 5d.).

Link up with me this season and you'll make some big money, with no risk of being let down.

With best wishes for a good season and kindest regards.

Yours truly,

J. W. SIMPSON, M.P.S.

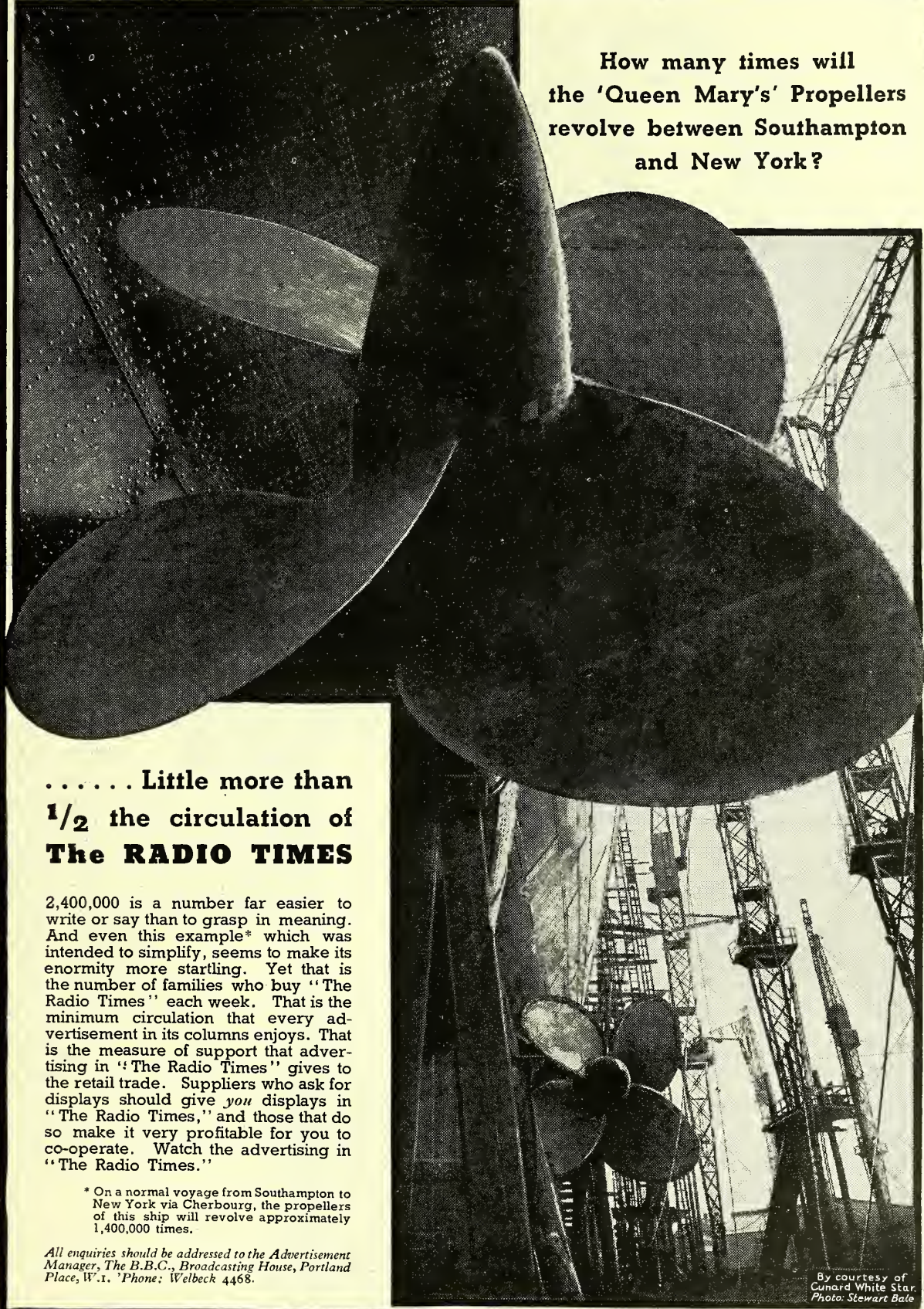
Aldwych House

London, W.C.2

Telephone: Holborn 4929

Cables: IODINE, Estrand, London





How many times will
the 'Queen Mary's' Propellers
revolve between Southampton
and New York?

..... Little more than
 $\frac{1}{2}$ the circulation of
The RADIO TIMES

2,400,000 is a number far easier to write or say than to grasp in meaning. And even this example* which was intended to simplify, seems to make its enormity more startling. Yet that is the number of families who buy "The Radio Times" each week. That is the minimum circulation that every advertisement in its columns enjoys. That is the measure of support that advertising in "The Radio Times" gives to the retail trade. Suppliers who ask for displays should give *you* displays in "The Radio Times," and those that do so make it very profitable for you to co-operate. Watch the advertising in "The Radio Times."

* On a normal voyage from Southampton to New York via Cherbourg, the propellers of this ship will revolve approximately 1,400,000 times.

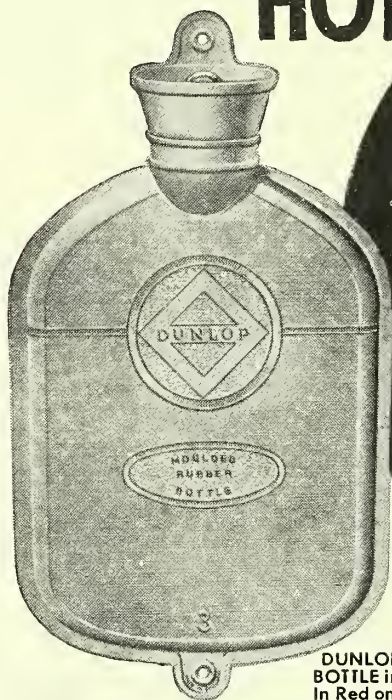
All enquiries should be addressed to the Advertisement Manager, The B.B.C., Broadcasting House, Portland Place, W.1. 'Phone: Welbeck 4468.

By courtesy of
Cunard White Star.
Photo: Stewart Bale

HOT WATER BOTTLES

*that will increase
your sales—*

DUNLOP



DUNLOP All-Rubber MOULDED BOTTLE in Cellophane wrapping. In Red only (on left). Fixed Retail Selling Price **2/11**



A seamless moulded bottle having a specially constructed fabric insertion

High Pressure Moulded with Fabric Insertion

The DUNLOP Fabric Insertion Bottle (in White or Red) is built on the same principle as the world's toughest motor tyres. Definitely the strongest and most reliable hot water bottle in the world.

Fixed Retail Selling Price

3/11

Made under British Patents

RED RIDING HOOD BOTTLE

Made under British Patents

Regd. design No. 781,840. Fixed Retail Selling Price **4/6** including red head cover.

ANIMAL SERIES

Made under British Patents

These can be sold to practically every family in addition to their usual hot water bottles. Fixed prices to the Public—KITTY, BUNNY, TEDDY, DOGGIE, uncovered, each **3/11**

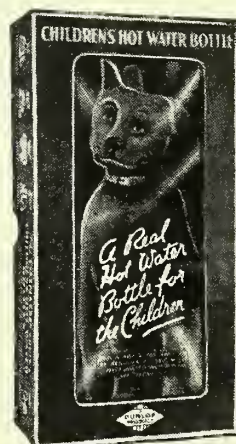
Covered in coloured velvet, each **5/9**

COLOURS: PLAIN RUBBER, Black and White Grained or Medium Brown. VELVET COVERS, Orange, Red or Blue.

The Animal Series is now packed in a new and distinctive box having a cellophane inset in the lid which ensures that the contents remain unsoiled yet at the same time allows them to be clearly seen.



5HWB2/1



Registered Design No. 766 048

This year the prices of the Dunlop Hot Water Bottle range have all been adjusted to give the dealer a clear 33 1/3% profit margin.

Take advantage of these generous terms and stock up with the world-famous Dunlop range.

Obtainable from all Factors

DUNLOP RUBBER COMPANY LTD.
(General Rubber Goods Division),
Cambridge Street, Manchester.



C.F.H.



DIPHTHERIA PROPHYLACTICS

A.P.T. EVANS

Alum-Precipitated Toxoid

Containers of 1 c.c. (1 dose) . 3/6 each

Containers of 10 c.c. (10 doses) . 21/- „

T.A.F. EVANS

Toxoid Antitoxin Floccules

Containers of 1 c.c. . 3/- each

Boxes of 3 × 1 c.c. . 6/- „

Containers of 10 c.c. . 18/- „

Containers of 25 c.c. . 30/- „

T.A.M. EVANS

Toxoid Antitoxin Mixture

Containers of 1 c.c. . 2/6 each

Boxes of 3 × 1 c.c. . 4/- „

Containers of 10 c.c. . 15/- „

Containers of 25 c.c. . 22/6 „

F.T. EVANS

Formol Toxoid

Containers of 1 c.c. . 2/- each

Boxes of 3 × 1 c.c. . 3/9 „

Containers of 10 c.c. . 12/- „

Containers of 25 c.c. . 20/- „

Usual trade terms

Made in England at EVANS' BIOLOGICAL INSTITUTE

By

Evans Sons Lescher & Webb Ltd.

Manufacturers of Fine Chemicals, Pharmaceutical & Biological Products

LIVERPOOL

LONDON, E.C.1

DUBLIN

NOW-**-let the
Tradesboy
have his say..****“
RALEIGH
CARRIERS****do the 'rounds' quicker
and stand up to the sort
of wear they get!”****STANDARD CARRIER***(as illustrated)***£6.19.6 (Cash)**

or 12 monthly payments of 14/-

(no deposit)

22 inch frame

**LOW GRAVITY
CARRIER***at same price and terms*

22 inch frame

Specially designed for carrying heavy or bulky loads without skidding—20 inch front wheel and larger basket fitment. An instantly operated stand built into the carrier is an important feature. EVERY RALEIGH CARRIER CYCLE has the finest equipment, BROOKS' SADDLE, DUNLOP TYRES, etc.

THE RALEIGH CYCLE CO. LTD., NOTTINGHAM

Depots and Agents Everywhere

AYRTONS · LIVERPOOL

**SIGNAL
SUCCESS
"of"
FLASHING
SIGN**

**PHARMACY'S
FINEST
FOR
'35-'36
WINTER
SEASON**

Join in the phenomenal sale of AYRTON'S famous "own - name" cough preparation

BALSAM OF

**GLYCERINE HONEY
& LEMON with IPECAC**

ELECTRIC FLASHING SIGN loaned to all buyers of one gross (minimum delivery 3 dozen) or GIVEN FREE to eventual takers of 3 gross or more during the season.

	Per Dozen	Gross	3 Gross	5 Gross
7½d. size, 4 oz.	5/-	56/-	54/-	53/-
Double size, 8 oz.	8/-	90/-	87/-	84/-
			Per Gross	

SHAVE WITH A "LAUREL"

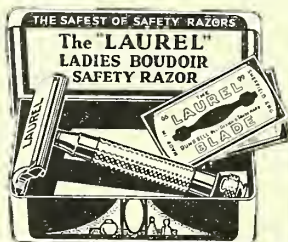
"LAUREL PENNY BLADES—ALL TYPES"

MADE IN SHEFFIELD, ENGLAND

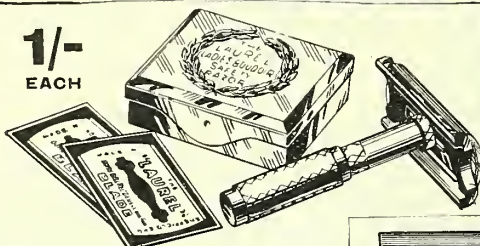
"LAUREL"

LADIES' BOUDOIR
SAFETY RAZORS
(NICKEL PLATED)

6d.
EACH



1/-
EACH

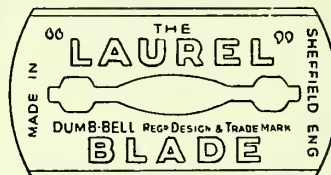


THE "LAUREL" LADIES'
GOLD PLATED BOUDOIR
SAFETY RAZOR

COMPLETE WITH TWO BLADES AS
ILLUSTRATED

PENNY
BLADES

FOR YOUR RAZOR
PACKET OF SIX
BLADES FOR
6d.



GEO. H. LAWRENCE LTD. LAUREL WORKS, SHEFFIELD, 25571



REID'S
Bamyl
REGD.

PINE TAR
SHAVING
SOAP
AND
TOILET
PRODUCTS

Plain and Mentholated



They are different
— try them

Profit Margin

33¹/₃%

SELLING PRICE

B
A
M
Y
L

Shaving Stick (Bakelite container) 1/-
Shaving Stick (Cardboard refill) 9d.
Shaving Stick "JUNIOR" 6d.
Shaving Cream tube 1/-
Toilet Skin Soap tablet 6d.
Liquid Shampoo (Non-Spirit) bottle 1/-

Display Cases, Showcards, Pamphlets,
Attractive Samples for distribution

SOLE MAKERS

ESTAB. 1868

Thomas Reid & Sons Ltd., Glasgow

EUCRYL

DENTIFRICES
TOOTH POWDER TOOTH PASTE
DENTURE POWDER

Bought on Display Terms yield

PROFIT ON
SELLING PRICE

43%

PROFIT ON
BUYING PRICE

75%

BRITISH OWNED

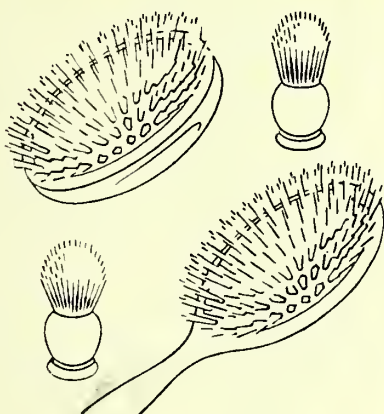
BRITISH MADE



EUCRYL LTD. Manufacturing Chemists—SOUTHAMPTON

• HALEX BRUSHES ARE NATIONALLY ADVERTISED ALL THROUGH THE YEAR

THESE GO ESPECIALLY WELL AT CHRISTMAS



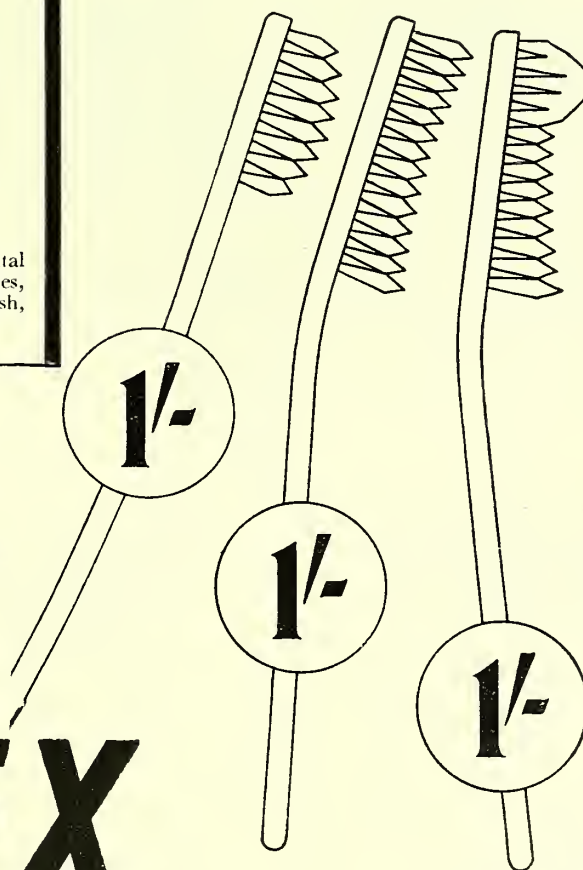
Nine toothbrushes to sell at 6d.-2/- . A dental plate brush to sell at 2/6. Two shaving brushes, 5/- and 15/- . The new pneumatic hairbrush, ladies 12/6, military 10/6.

Three really excellent toothbrushes—and only a shilling each. Packed, as all Halex toothbrushes are, in their own transparent containers, so that they can be seen by your customers, examined, even felt. But they cannot be touched by hand until they are sold. Carry a good stock of HALEX brushes always.

The Three “Bob” Brushes

HALEX

Regd. Trade Mark



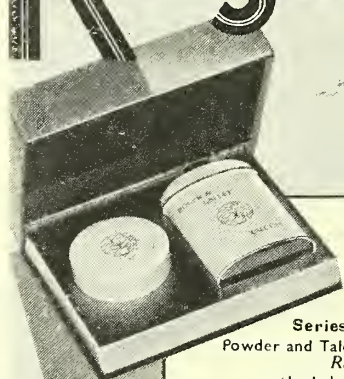
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GOOD BRISTLES “THEY STAND UP”

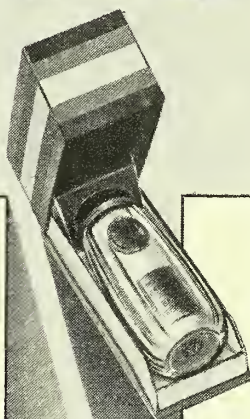
Order from your usual Wholesaler or from :

THE BRITISH XYLONITE COMPANY LIMITED · HALE END · LONDON · E.4

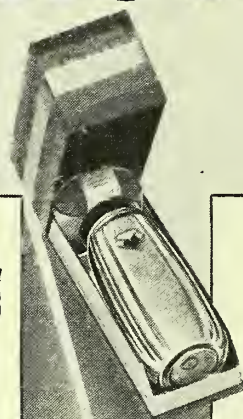
Roger & Gallet's



Series P.T.
Powder and Talcum
Retail **5/-**
Perfumes { Le Jade
Pavots d'Argen
Feu Follet
Eau de Cologne



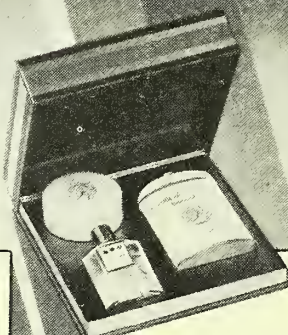
Series B.S.S.
Retail
Bath Salts and Soap **6/3**
Perfume
Fleurs d'Amour



Series B.S.S.
Retail
Bath Salts and Soap **5/3**
Perfumes
Le Jade
Pavots d'Argent
Feu Follet
Eau de Cologne



GENT'S COFFRET
I Tube Shaving Cream
I Solid Brilliantine
I Talcum
Retail **6/-**



Series P.Ex.T.
Face Powder, Eau de Cologne and Talcum Powder
Retail **9/9**
Perfume - Eau de Cologne



Series H.P.
Handbag Perfume and Face Powder
Retail **4/9**
Perfume
Eau de Cologne



GENT'S COFFRET
I Shaving Milk
I Solid Brilliantine
I Talcum
Retail **6/9**



Series B.W.
Bath Dusting Powder and Water Softener
Retail **8/9**
Perfumes { Le Jade
Pavots d'Argent
Carnation

Quality Coffrets

make the
IDEAL GIFT



Series 406/4

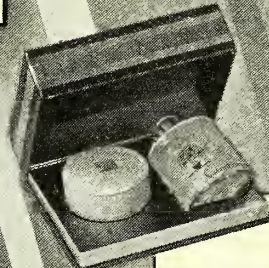
Coffret Spray

Retail
28/6

Perfumes { Le Jade
Pavots d'Argent
Feu Follet

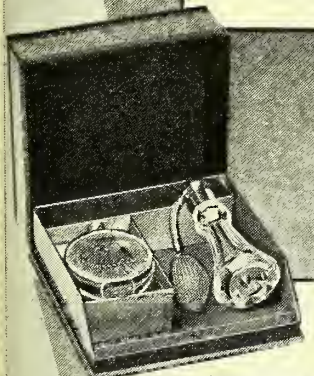


Series S.P.T. *Retail*
Soap, Face Powder and Talcum Powder **6/9**
Perfumes { Le Jade
 Pavots d'Argent
 Feu Follet
 Eau de Cologne



Series T.P. *Retain*
Talcum Powder and Face Powder **3/6**

Perfumes { Vio. de Parme
Sweet Pea
Santal
Carnation

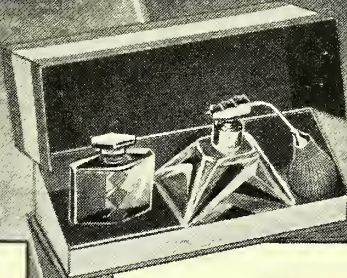


Series 227 4

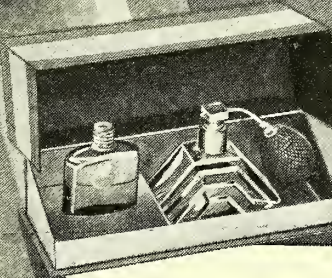
Coffret Spray

Perfumes { Le Jade
Pavots d'Argent
Feu Follet

Retail
28/6



Series 721/5.
Coffret Spray *Retail* **33/-**
Perfume { Le Jade
Pavots d'Argent
Feu Follet

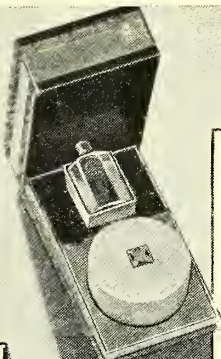


Series 143B.
Brill. Coffret with Spray **Retail 12/9**
Perfumes { Le Jade
Pavots d'Argent
Eau de Cologne



Series H.P.

Handbag	<i>Retail</i>	{	Le Jade
Perfume and	6/6		Favots d'Argent
Face Powder	<i>Perfumes</i>		Feu Follet



Series H.P.

Handbag
Perfume and
Face Powder

Retail
4/6

Perfumes { Carnation
Vio. de Parme
Sweet Pea

Your professional reputation is built on personal integrity and your discrimination for quality. By selling Roger & Gallet you are selling quality, adding to your prestige and building up a clientele that will always be satisfied.

Roger & Gallet guarantee that all their Perfumes, Eaux de Cologne, Toilet Waters, Hair Lotions are prepared with the best, purest, potable, dutiable S.V.R. spirit obtainable, and not with methylated nor any other industrial spirits known as "DUTY FREE"

ROGER & GALLET (LONDON) LTD.

1 LECHMERE ROAD, LONDON, N.W.2
LONDON AND PARIS

Mercolized Wax

for the Complexion

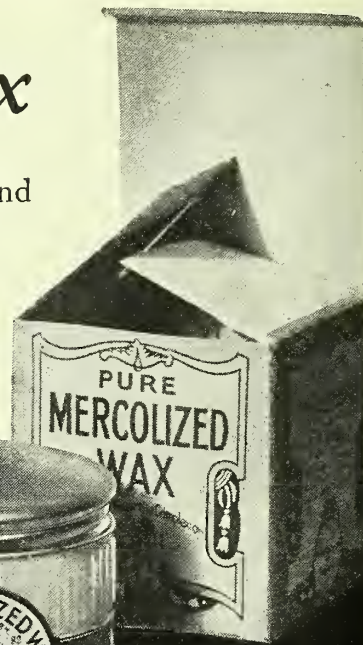
Extensively Advertised. Always in Demand

*There is no risk in holding full stocks.
Every woman is a potential buyer.
Sales are regular and repeats certain*

Stallax

*a Shampoo—also popular,
and shows a handsome profit*

Dearborn
(1923) Limited
37 Gray's Inn Rd. London. W.C.1.



Telephone,
Holborn. 9669

THE SUPER BADGER BRUSH CO. LTD.

Managing Director: H. LOCISE

WHOLESALE & EXPORT

SHAVING BRUSH MANUFACTURERS OF EVERY DESCRIPTION

95 Upper Clapton Road, LONDON, E.5

Telephone: Clissold 2707.

Telegrams: "SUBRUSCO, HACK, LONDON."

Cables: "SUBRUSCO, LONDON."

HIGHEST QUALITY — KEENEST PRICES

ENQUIRIES INVITED

THE
"Lady Nicotine"
Regd.
A popular "Ladies" Brush



HARD WHITE
HARD YELLOW

W. R. TILBURY & SON
47 Frampton Park Rd., London,
E. 9
Estd. 1880

LA PARFUMERIE MODERNE

(Established 1908)

*An Illustrated Monthly Review of the
Perfumery and Allied Industries*

The regular publication (in English and Spanish as well as in French)
of technical and practical articles on Essential Oils and Synthetic
Perfumery Products is a feature of this popular Trade Journal.

Specimen copy and all particulars from

15 rue Constant, Lyon 7 rue Chevreul, Paris (XIe)

GILLETTE & VALET ADVERTISING

To Increase your Christmas Sales



The demand for Gillette and Valet Razors which always receives a marked impetus during the Christmas Shopping Season, will be greater than ever this year.

Advertising for these razor sets on an unprecedented scale will commence in October and continue with increasing intensity right up to Christmas.



A BONUS OFFER TO INCREASE YOUR PROFITS

Between October 1st and November 30th you have the opportunity of anticipating these increased sales by stocking up with the best selling lines on generous bonus offer terms which show you a greatly increased profit.

Write us for full details.

Gillette and 'Valet' Advertising will appear in the following publications:

NATIONAL PAPERS

Daily Mail	Daily Herald
Daily Express	News Chronicle

PROVINCIAL PAPERS

Birmingham Mail	Irish Independent
Manchester Evening Chronicle	Belfast Telegraph
Liverpool Echo	Manchester Evening News
Edinburgh Evening News	Edinburgh Dispatch
Glasgow Evening News	Glasgow Evening Times

LONDON EVENING PAPERS

Evening Standard

WEEKLY PAPERS

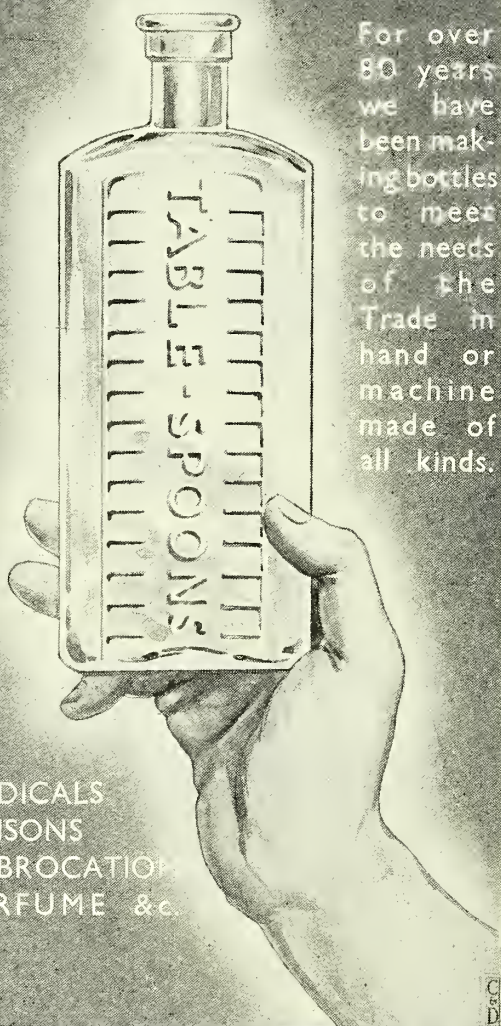
Punch

GILLETTE INDUSTRIES LTD., 197-207 CITY ROAD, LONDON, E.C.1.

BOTTLES

THAT ARE BETTER

British Made



MEDICALS
POISONS
EMBROCATIONS
PERFUME &c.

For over 80 years we have been making bottles to meet the needs of the Trade in hand or machine made of all kinds.

FREDERICK
HAMPSON
LIMITED

Perseverance Glass Wks.
SALFORD 5
ESTABLISHED 1851

Women are buying this
SOUPLEX "NYMPH" Ladies' Razor!



Actual Size

3" x 2"

Ladies seeing this dainty little shaving outfit cannot resist buying. Complete with soap, brush, razor and Souplex Nymph blade in a charming case of mottled bakelite measuring only 3" x 2" it is handy for travelling and quite indispensable to the modern woman's toilet.

Retail price
3/6

Liberal terms
SOUPLEX LTD.
MORECAMBE

"The Nymph"

COMPLETE

**SHAVING SET
FOR LADIES**

POLLARD REFLECTA-STRIP LIGHTING PRD.V. PAT. NO. 17754

Standard attachments
Shadowless white light
Easily fixed where wanted
With half-silvered lamp from 12"
Clips on edge or underside of shelves
Various fittings
Cheap in upkeep

E. POLLARD & Co. Ltd.
Highbury Grove
LONDON N.5

*Write for illustrated price list No. CD 3 describing this wonderful system of lighting

Armstrong's
TAPER  CORKS

ARMSTRONG CORK CO. LTD.,
ALDWYCH HOUSE, LONDON, W.C.2



CRÈME DIXOR

(-1/6 size as illustrated) A Day Cream for Dry skins and anti-wrinkle massage

P.A.T.A. Prices		Tubes -1/6, 3/- doz.	
Pots, Glass	2/9, 21/- doz.	"	1/-, 7/- "
De Luxe	4/6, 36/- "	"	2/-, 14/- "
		"	3/-, 22/- "

ALL THE YEAR ROUND

Advertisements and samples bring new customers for the DIXOR Products. A display will bring you a share of this new business.

VELOUTY de DIXOR (1/- size illustrated)

The Original COMBINED CREAM AND POWDER

P.A.T.A. Prices

Unbreakable Pots		Tubes -1/4, 3/- doz.	
Handbag	1/3, 10/- doz.	"	-1/6, 4/- "
De Luxe	4/6, 36/- "	"	1/-, 7/- "
Glass Pots	2/9, 21/- "	"	2/-, 14/- "
		"	3/-, 22/- "

1/- The New Handbag size IRADIUM de DIXOR

(Illustrated)

Designed especially for travelling

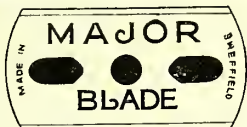
P.A.T.A. Prices

1/-, 2/6 & 5/6 bottles	8/-, 18/- & 39/- doz.
------------------------	-----------------------

Send for Show Material to DIXOR Ltd., St. Leonard's Works, Mortlake, S.W.1

DIXOR BEAUTY PREPARATIONS

Sheffield's Newest Shaving Edge



Regd. Trade Mark 530,151/70025

RETAIL PRICE 1^d. EACH ; 6 for 6^d.

Made on latest automatic machinery, ensuring utmost uniformity of keen edges, on Steel heat-treated under rigid scientific control . . . THE SMOOTHEST SHAVER . . .

SEND FOR FREE SAMPLE AND TERMS TO:
DOMINION STEEL CORPORATION Ltd.
"FLEET" WORKS, QUEEN'S ROAD, SHEFFIELD
(ADVERTISED ON L.P.T. "BUSES")

Sole Distributor for London Area: L. H. Eyres, 465 Garratt Lane, S.W.18

Wardonia
THE RAZOR
PARTICULAR
MEN PREFER

Year after year new sales records are created by the famous Wardonia Razors and Blades. Send your order NOW. Attractive display material free with all orders. Razors retail 1/- to 2/1. Blades 4 for 1/-.

Generous Trade Terms.

Sole Makers:
THOMAS WARD & SONS, LTD.
Wardonia Works, Sheffield 1

REGULAR REPEAT ORDERS...

ROWLAND'S MACASSAR OIL has maintained its popularity for over 140 years as the premier Hair tonic and dressing. You will do well to stock this famous preparation, for, being well advertised, you will be certain of regular repeat orders.

It does not make the Hair sticky.

A. ROWLAND & SONS, LTD.

22 Laystall Street, Rosebery Avenue, London, E.C.1

ROWLAND'S MACASSAR OIL

HOT WATER BOTTLE COVERS



NOW READY—NEW SEASON'S RANGE

OF ALL COVERS FOR MOULDED
AND REINFORCED BOTTLES—

We offer a comprehensive selection which will cater for the requirements of all classes of trade, but do not fail to see

H. 14^A VELOURS COVERS, with Special Display Device, as illustrated

—THIS IS THE BEST COVER MADE—

And quite new, **H. 164 "GOLDEN FLEECE"**
—100% Pure Wool, cosy and inexpensive

Other qualities available include Fancy Molleton, Corduroy, Plush, Satin and Cheap Velours, and several novelties

SOLPORT

BROTHERS LIMITED

184-192 Goswell Road, London, E.C.1

WRITE DIRECT FOR NEW PRICE LIST AND SAMPLES
AND THEN ORDER THROUGH YOUR WHOLESALER

KUTTEEL

*The Vest Pocket
First-Aid Outfit.*

For Cuts, Wounds and Sores of Every Description.
Instantly Stops Bleeding. Relieves Soreness.
In Screw-capped bottles, complete with brush,
9d. per bottle. Double size 1/3

SELLS AT SIGHT

Price: 6/- per card, containing one dozen neatly cartoned bottles.

Thornton Pharmaceutical Laboratories
LIMITED
THORNTON, BLACKPOOL

WESTMINSTER COLLEGE OF PHARMACY

Founder: G. S. V. WILLS, Ph.C. Principal: P. H. WOODNOTH, Ph.C., F.C.S.

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New classes commence October 3rd-7th.
Preliminary Scientific Examination Oct.-March.
Qualifying Examination Oct.-June.

REVISION WORK

Day classes for both examinations to December.
Arrangements made for revision work by post.

190 Clapham Road, London, S.W.9

'Phone: Reliance 3728

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Founded by H. WOOTTON, B.Sc. C. W. GOSLING, Ph.C.
Principal: IRVINE G. RANKIN, B.Sc., Ph.C.

Specialists in Training Pharmacists

NEXT SESSION commences OCTOBER 2nd.

6 MONTHS PRELIM. SCIENTIFIC.

9 MONTHS C. & D. QUALIFYING.

3 MONTHS REVISION P.S. and C. & D.

Benches now being reserved for P.S. and C. & D.

"Essentials of Pharmacy"

New Edition 66 post free.

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Telephone—BRIXTON 2161

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Principal:
H. HUMPHREYS-JONES
F.I.C., F.C.S., Ph.C.

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Full-time Courses for the Preliminary Scientific and Qualifying Examinations, October 3rd
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Part-time Classes for the B.Sc. only, Oct. 2nd.

Book at once.

Full particulars from
The Principal, BLACKBURN PLACE





"National"

Dispensing Bottles

are Strong, Serviceable and Suresealing!

NEATLY PACKED IN 3 AND 6 DOZEN SIZE, NON-RETURNABLE CARTONS

- ★ CONVENIENT IN SIZE
- ★ EASY TO HANDLE
- ★ UNIFORM IN QUANTITY

CARTONS OF EITHER 3 or 6 doz. BOTTLES THROUGHOUT THE RANGE

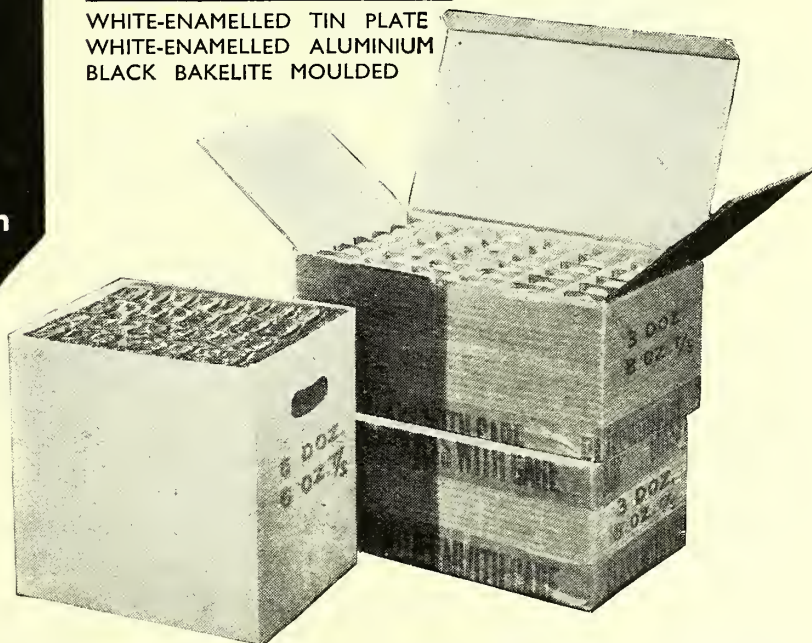
ALSO

Cork mouth Bottles WASHED & PAPERED

Screw „ „ WASHED & CAPPED

SCREW CAPS SUPPLIED in

WHITE-ENAMELLED TIN PLATE
WHITE-ENAMELLED ALUMINIUM
BLACK BAKELITE MOULDED



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Name and Address of
your nearest
"National"
distributor?*

NATIONAL GLASS WORKS (YORK) LTD.

WORKS:
FISHERGATE, YORK

'Phone: HOLborn 2146

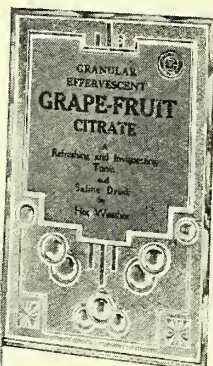
1 Charterhouse St., London, E.C.1
(WHOLESALE ONLY)

'SURE SHIELD' SUMMER LINES

GRAPE FRUIT CITRATE

A REFRESHING TONIC
AND
SALINE APERIENT

4 oz. Bottles, 7/-
per doz., 1/4 per
lb., 28 lbs., 1/3
per lb.



OF
OUTSTANDING
QUALITY &
POPULARITY

GRAPE FRUIT PASTILLES



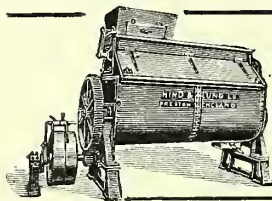
4 lb. Free Jars, 1/7 per lb. 7 lb. Free Jars,
1/6 per lb. 2d. pkts. (2 doz. Outers), 1/5
per doz., 16/- per gross. 4 oz. Cellophane
packets, 4/3 per doz., 48/- per gross.

THOS. GUEST & Co. Ltd.

CARRUTHERS ST., ANCOATS, MANCHESTER 4

LONDON DEPOT:

15-16 JEWRY STREET, E.C.3 Phone: Royal 8111



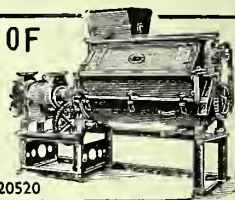
SEND US YOUR ENQUIRIES FOR ANY TYPE OF MIXERS & SIFTERS

We will gladly advise what kind of machine is best suited for your requirements.
We make every type of sifter and mixer. Sturdy, well built machines giving
maximum production and efficiency.

GEO. PORTEUS & SONS (LEEDS) LTD.

LEEDS BRIDGE, LEEDS

Phone: 20529 & 20520



Britain's Permanent Medical Centre

Manufacturers' Display of Medical and Surgical Requirements

BRITISH INDUSTRIES HOUSE

MARBLE ARCH, LONDON, W.1

Telephone: MAYFAIR 8080

Dania

REGD. BRAND

SULPHUR CANDLES

RICHARD DANIEL & SON LTD

PHONE: DERBY 2222 (3 LINES)

GRAMS: DANIA, DERBY

Dania Brand Sulphur
Candles are made with the
finest Sulphur, free from
Arsenic and Selenium.
They light easily and
burn safely and freely.
Made in two sizes,
nominal 1/2 lb. and 1 lb.

Mansfield Rd. Derby

ALSO MAKERS OF FORMALDEHYDE FUMIGATORS FOR USE WHERE A LIGHT IS DANGEROUS

NOW! Yet another

Don't have a throat-



What is a Mac? A marvellous new medicinal sweet produced by the makers of the famous genuine Alex. C. Maclean Brand Sore Throat Powder. Macs have such a delightfully refreshing taste that you will like them for their taste alone. But they have a value above that. Macs contain a wonderful newly-discovered antiseptic which has been proved strong enough to kill the germs of typhoid and other less serious epidemics, yet you can eat so many Macs as you wish with absolute safety. They cannot harm even the most tender membrane or tissue. Even children can eat them without the slightest ill-effect—in fact, you should encourage your children to eat Macs—Macs ward off infection from coughs, colds, croup, influenza—they make the air safe to breathe.

If you have a throat! If you haven't... yet!

Here a Mac! A soothing cough, a hoarse or sore throat, when the germs are already at work. These germs may not be very dangerous in themselves, but they reduce the resistance of the throat and so passages to more dangerous germs. Kill them quickly and easily—before they do their worst—have a Mac. Macs will ease the soreness, smooth the roughness, and make your throat healthy again, by covering the throat. As you take a Mac, the highly antiseptic vapour rising from it sweeps along the air-passages and kills—nearly—all the germs on its track. You can feel Macs doing you good. They are as good as the strongest gargle, and better because they are effective beyond the throat, killing the germs which may be already attacking the air-passages and delicate tissues. Yet you can eat as many Macs as you like with absolute safety.

What do Macs do?

Macs kill the germs of colds and influenza. Macs cure sore throat. Macs cure smoker's throat. Macs are a great preventative against catching germs.

1/2 Dozen



MACS

the delicious throat sweet made by Macleans Ltd

MACLEAN Winner to be Nationally Advertised



In MACS Antiseptic Throat Sweets, Macleans offer the chemist yet another "best-seller." For MACS are Antiseptic lozenges of high curative value, yet so delicious that they will sell as quickly as the sugar sweets people buy so freely at the confectioners. But MACS can be sold only by chemists, for they are definitely medicinal and contain a new antiseptic, Amyl-oxy-toluene, which is actually

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ON BEST TERMS

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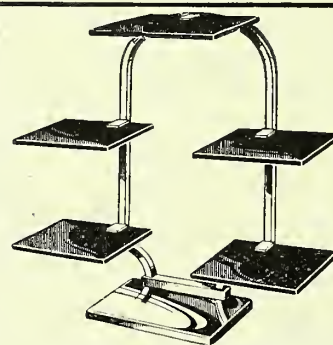
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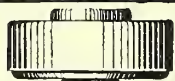
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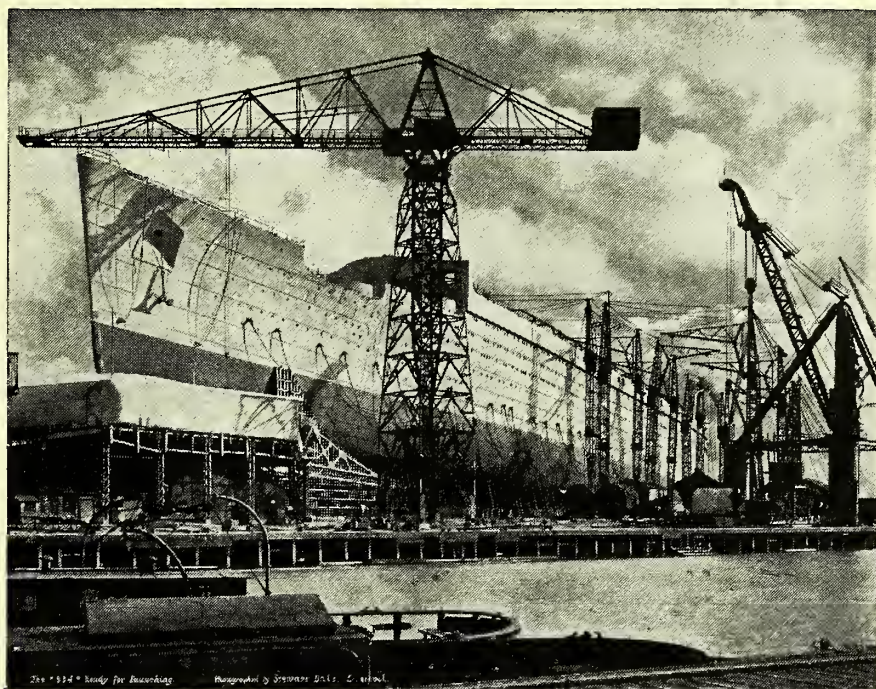
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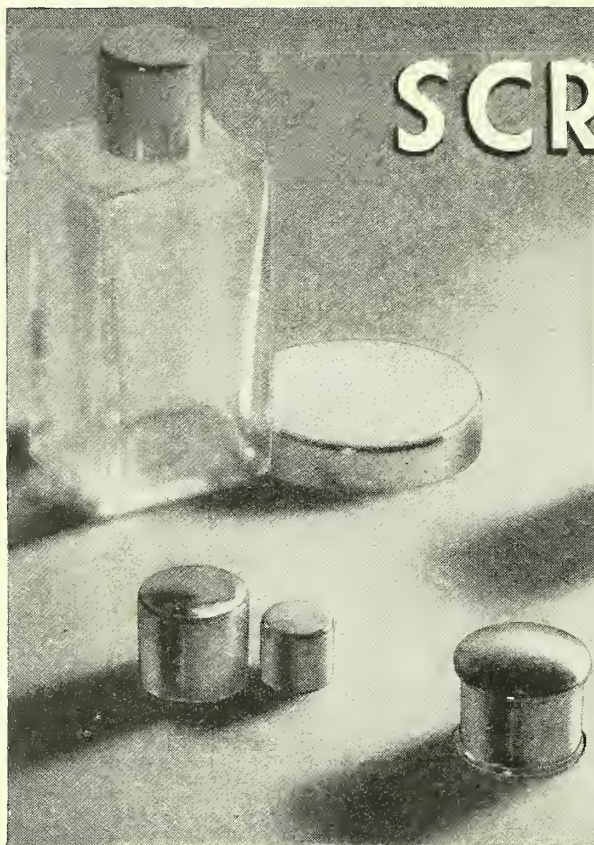
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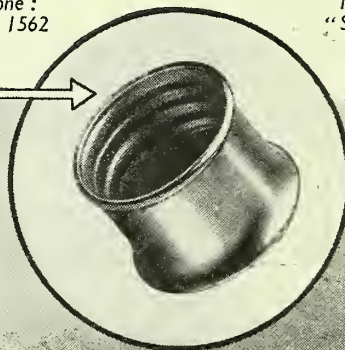
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Telephone :
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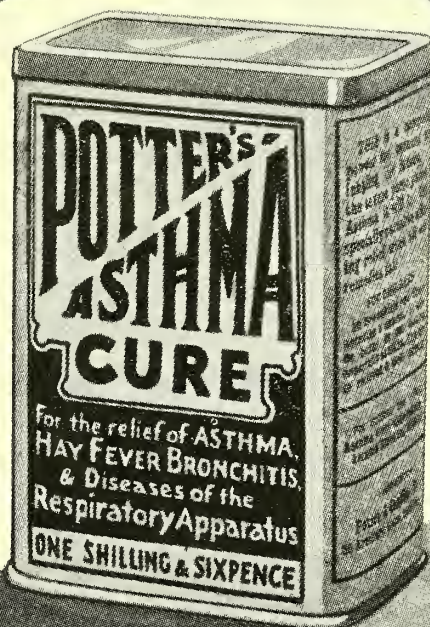
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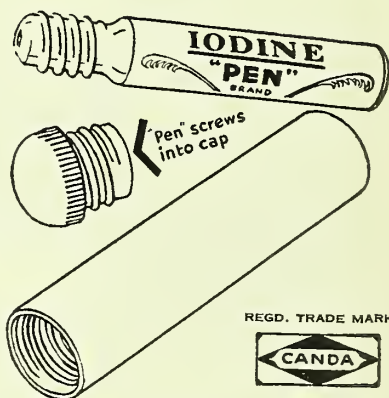
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CANDA IODINE PENS NEW TYPE

P.P. 16880/35



"PEN"
BRAND
REGISTERED TRADE MARK



Clay & Abraham Ltd. hereby state that
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THE BEST PICK-UP LINE SINCE WE INTRODUCED
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PRICES : Single Boxes - - - 2/3 per doz.
3 dozen - - - 2/0 per doz.
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These prices are for Great Britain and Northern Ireland only.

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An apology

I, Nandgopal Omprakash, proprietor of Messrs. Nandgopal Omprakash, of 12, Synagogue Street, Calcutta, India, admit having imported "Artlino Snow," a colourable imitation of "'Hazeline' Snow," the product of Messrs. Burroughs Wellcome & Co., and I tender to them my humble apologies for this infringement of their trade marks, and agree to publication of this apology.

I hereby undertake that neither I nor any firm of which I am a partner will import or offer for sale "Artlino Snow," or any other preparation simulating the get-up or style of "'Hazeline' Snow" in future.

Dated this twenty-fifth day of July, 1935

(Sd.) Nandgopal Omprakash



FRAUDULENT PRODUCT

The registered Trade Mark
"'HAZELINE' SNOW"
denotes specifically a
Burroughs Wellcome & Co.
product. Manufacturers and
vendors of IMITATIONS
are rigorously prosecuted in
the interests of dealers, the
public and ourselves.

"HAZELINE' SNOW"

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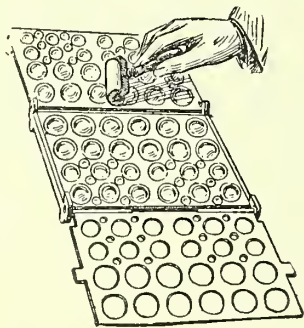
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HOUSE, LONDON, W.C.2
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A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,
The Pharmaceutical Society of Northern Ireland,
The Chemists' and Druggists' Society of Ireland, and of
other Chemists' Societies in Overseas Dominions*

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News of the Week

National Pharmaceutical Union

The result of the by-election held in North-Western Division 1 to elect a member to fill the vacancy caused by the death of Mr. Thomas Hardy is as follows:—Dobson, Arthur (Blackburn), 88; Hindle, Fred (Lancaster), 72. The number of votes in the division is 367; the number of votes cast is: Valid, 160; invalid, 2. The percentage of returns is 44.14. Mr. Arthur Dobson is elected to the Executive Committee of the Union for the completion of the term of office for which the Committee was elected, i.e., until March 31, 1938.

Grocers' Exhibition

The thirty-ninth International Exhibition and Market of the Grocery and Provision Trades was held at the Royal Agricultural Hall, Islington, London, N.1, on September 21-27 inclusive. Of over 200 exhibitors, the following may be singled out as being of interest to the drug trade:—COW & GATE, LTD. (evaporated milk); FAIRY DYES, LTD.; WM. GARDNER & SONS (GLOUCESTER), LTD. (machinery); IDRIS, LTD. (mineral waters); JEYES' SANITARY COMPOUNDS CO., LTD. (disinfectants); SAMUEL JONES & CO., LTD. (packing requisites); MARMITE FOOD EXTRACT CO., LTD.; NATIONAL CASH REGISTER CO., LTD.; OXO, LTD.; WALFOX, LTD. A trade "museum" contained many old printed records, machines and implements connected with the grocery trade, including an eighteenth-century "Register and Inventory of Slaves" from an estate in Jamaica. Competitions which attracted nearly 1,000 entrants were organised during the exhibition.

Inquests

At an inquest in Camberwell, London, S.E., on September 23, it was stated that the deceased had taken several drugs of the barbituric acid group, amounting in all to more than twice a fatal dose.

A verdict of "Suicide by nicotine poisoning while of unsound mind" was returned by the Liverpool coroner, on September 17, at an inquest on the body of Joseph Roberts, a watchman. Professor Roberts, the city analyst, reported that he found a considerable amount of nicotine in the stomach. Death sometimes occurred in as short a time as four minutes.

At Liverpool, on September 20, an inquiry was held concerning the death of Alfred Ernest Brewer, manager of a picture house at Wallasey, who took morphine hydrochloride tablets at Lime Street Station on September 9 and died two days later in the Royal Infirmary. The widow stated that the deceased was at one time dispenser at the Royal Infirmary. The city analyst said he had examined certain organs and found a quantity representing thirteen tablets. "I think this unfortunate man must have taken a whole tubeful in one dose," he added. The coroner recorded an open verdict.

Huddersfield

The annual meeting of the Huddersfield Branch of the Pharmaceutical Society of Great Britain was held on September 12. The secretary reported that he had received favourable replies from the two medical bodies in the matter of Public Assistance Dispensing. It was decided to accept the invitation of Genatossan, Ltd., to give a lecture on "The Fissau Theory of Dermatology." A report of attendance and progress of students at the local Technical College was laid before the meeting for the use of the members. The following officers were elected for the coming year:—Mr. Stevens (President); Messrs. Thomas, Woolhouse, Steel (Vice-Presidents); H. Beadshaw (Secretary, Treasurer, Chamber of Trade representative); Mr. Sykes (Auditor); Mr. Hardcastle (N.P.U. Secretary). The delegates to the Belfast Conference gave their report and were thanked by members.

Liverpool

Mr. W. J. Tristram is again putting up as a candidate for the Childwall ward of Liverpool, for which he was returned as member of the City Council at a by-election last year.

At the County Magistrates' Court, Islington, Liverpool, on September 20, fines and costs amounting to £8 14s. were imposed on Frederick Reynolds, of the Rotax Photo Service, Liverpool Road, who admitted sixteen charges of having employed women outside permitted hours. Mr. P. Nicklin, for the defendant, said that the wholesale printing of photographs was a trade of great difficulty at holiday times, and this was a holiday when more amateurs' photographs had been developed than ever before. It was impossible to increase the staffs at a moment's notice, because it was a skilled trade.

London

The annual outing and sports meeting of the South-West London Chemists' Association was held on September 4 at the sports ground of S. Maw, Son & Sons, Ltd., at New Barnet. After an enjoyable afternoon and evening Mr. H. G. Tibbett (president) announced the prize-winners as follows.—*Gentlemen's Challenge Cup*: Mr. Inglis; runner-up, Mr. F. G. Wells. *Ladies' Challenge Cup*: Mrs. Inglis; runner-up, Mrs. W. Atkinson. *Ladies' Prizes*:—*Tennis*: Mrs. Barnes. *Bowls*: Mrs. Woodnoth. *Putting*: Mrs. Rees. *Croquet*: Mrs. Wells. *Golf*: Mrs. Boyes. *Gentlemen's Prizes*:—*Tennis*: Mr. Howard Wells. *Golf*: Mr. D. Redpath. *Bowls*: Mr. Usher. *Putting*: Mr. Bremner. *Shooting*: Mr. Penman. *Quoits*: Mr. W. Atkinson.

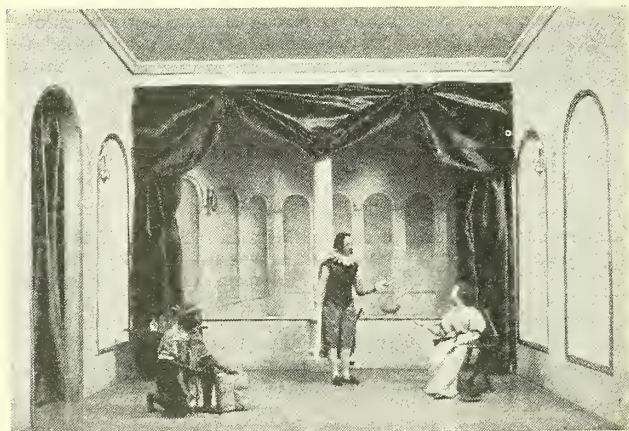
Miscellaneous

FIRE.—An outbreak of fire occurred recently at the premises of Dr. Mackenzie's Laboratories, Ltd., manufacturing chemists, Castle Street, Reading. The flames were soon extinguished and the damage was not of an extensive nature.

FIVE-DAY WEEK.—Joseph Lingford & Son, Bishop Auckland, have since the beginning of the year been experimenting with a five-day week at six-days' pay. They find the factory output has not diminished, and the experiment is to be continued till the end of the year.

ARMY MEDICAL SERVICES REGULATIONS.—Amendments No. 34 of the Regulations for the Medical Services of the Army, 1932, just issued, include a new Appendix No. 46 (in substitution for the previous one), giving a revised schedule of the contents of a medicine chest and revised versions of Appendix 50 (a) and (b).

IN THE COURTS.—At Beverley Juvenile Court, on September 19, a schoolboy, aged thirteen, admitted that he had broken into three pharmacies in Hull. The shops were those of Selles Dispensing Chemists, Ltd., 309 Holderness Road, Mr. A. S. Snowden, 442 Anlaby Road, and a branch of Boots, Ltd. The boy was sent to a remand home.



A DIORAMA EXHIBITED BY THE WELLCOME HISTORICAL MEDICAL MUSEUM AT THE INTERNATIONAL CONGRESS OF THE HISTORY OF MEDICINE, MADRID, 1935, FEATURING THE COUNTESS OF CHINCHON, VICEREINE OF PERU, WHO WAS TREATED WITH CINCHONA AT THE PALACE AT LIMA circa 1630. (By courtesy of The Wellcome Historical Medical Museum.)

Irish Notes

Pharmaceutical Society of Ireland

The latest date for acceptance of entries for the next Licence examination of the Pharmaceutical Society of Ireland is September 30, and for the Assistants' examination October 10. Entries must be received before 11 a.m. on those dates.

In the recent scholarship examination held by the Pharmaceutical Society of Ireland, results were as follows: First place Michael Duffy (Hayes, Conyngham & Robinson, Ltd., Du Laoghaire), 75 per cent. of marks; second place, Miss Esthe Woolfson (Evans, Lower Mount Street, Dublin). Certificate of merit were awarded to Thomas M. Nolan, Charles M. Ward and Martin Murphy.

The date for receiving nominations for the seven vacancies on the Council of the Pharmaceutical Society of Ireland closed on September 23. Owing to no new candidates having been nominated all seven outgoing candidates were returned unopposed. The outgoing seven candidates returned were Messrs F. J. Fitzpatrick, D. W. P. Boyd, J. F. Costello, Michael J. Kieran, Dr. J. A. Mitchell, Miss F. M. Flood, Sir Thomas Robinson. This is the second year in which no election has been held. Mr. Fitzpatrick, who is the treasurer of the Society, has fourteen years' continuous service as a councillor to his credit. Three times he had the distinction of heading the poll during elections, and on one occasion polled 98 per cent. of the total Register, the highest percentage ever polled by any candidate in the history of the Society. Mr. J. F. Costello is this year's vice-president. The fact that no election was held this year, and last, is generally regarded as an endorsement by pharmacists all over the Free State of the excellent work being done for the profession in many spheres by the present Council.

Pharmaceutical Society of Northern Ireland

Nominations for the election of four pharmacists to the Council of the Pharmaceutical Society of Northern Ireland for the next three years were received on September 23 at the Society's offices in Belfast. The retiring members were Messrs Fred Storey (president), J. E. Connor (Newry), John Maxwell (Londonderry), and H. F. Moore (Belfast). No druggist retiring in rotation this year. Mr. Maxwell had already intimated to the Society that he did not intend coming forward again owing to the state of his health, while Mr. Storey announced at the meeting of the Council a few days previously that he was coming forward (p. 399). The following candidates were nominated: Messrs J. E. Connor, H. F. Moore, James Glendinning (Londonderry), James McDowell (Belfast), and Edmund Richey (Belfast). There will, therefore, be a contest, the result of which will be announced at the annual meeting of the Society on October 7.

Irish Drug Association

Mr. T. C. Scott (president) occupied the chair at the week meeting of the Committee of the Irish Drug Association held on September 23. The Committee again discussed the guild discount question, and decided to circularise all members of the Association, impressing upon them the necessity of ensuring that their names did not appear on any guild discount lists printed for the coming year. Applications were received from six well-known firms asking to have their names added to the I.D.A. approved list of manufacturers. The Committee passed the names for inclusion. As there are considerable additions to the approved list already issued to members, it was decided that a new and up-to-date list should be issued within the next few days. Four new members were elected to the Association. The Committee instructed Mr. Brendan Smith to make a tour of the counties of Cork, Kerry, Limerick and Waterford.

Brevities

Mr. Michael Dore, M.P.S.I., Newcastle West, co. Limerick has had an imposing "all Gaelic" new front fitted to his pharmacy.

Mr. J. E. Connor, J.P., member of the Council of the Pharmaceutical Society of Northern Ireland, has been re-elected chairman of the Newry education committee.

Mr. R. Hastings, J.P., Ph.C., Newcastle, co. Down, recently organised a collection for the Shipwrecked Fishermen and Mariners' Royal Benevolent Society which realised £15.



THE PHARMACY OF SEYMOUR & CO., ENNIS, BELIEVED TO BE THE OLDEST IN COUNTY CLARE. ENTRIES IN THE PRESCRIPTION-BOOKS DATE BACK TO 1875, THE YEAR OF PASSING OF THE FIRST IRISH PHARMACY ACT

An illustrated lecture on "Colour Photography" was given by Mr. G. Ahrens (Agfa Photo, Ltd.) on September 11 before the members of the Dublin Branch of the Photographic Dealers' Association, Mr. John Smith, the chairman presided. On the motion of Mr. P. A. Brady, seconded by Mr. T. C. Scott, president of the Irish Drug Association, a cordial vote of thanks was passed to Mr. Ahrens for his lecture. Mr. Maxwell, Dalkey, said the committee and their energetic secretary deserved the best thanks of the members for arranging such an excellent

treat. Mr. Lyall G. Smith, secretary of the Branch, then announced that circulars in connection with the Branch's forthcoming exhibition had now gone out. The exhibition, he stated, would be held in Mills' Hall, Dublin, on November 20 and 21. Entry forms and further details can be had from the Secretary, 199 Crumlin Road, Dublin.

Scottish Notes

Brevities

This month's N.H.I. payments bring to an end the "economy cuts" put into operation as an emergency measure.

Poisoning of dogs in the Duntocher district of Dumbartonshire has been serious recently. Notices have been issued drawing attention to the penalty for the laying of poisonous substances.

S. Maw, Son & Sons, Ltd., will hold an exhibition of Christmas merchandise in the Royal Hotel, Princes Street, Edinburgh, from September 30 until the middle of October. Messrs. Maw show initiative by printing their Christmas price list with retail prices given side by side with coded wholesale prices.

The annual meeting of the Perthshire Pharmacists' Association was held in the Station Hotel, Perth, on September 18. The following officers were elected for 1935-36:—Mr. J. Brydon, *President*; Mr. W. Watts, *Vice-President*; Messrs. J. C. Fulton, A. MacGregor and J. C. Smail, *Committee*; Mr. W. B. Forbes, *Secretary and Treasurer*. The desirability of reaching some agreement on the pricing and price maintenance of dispensing was among the matters discussed.

Topical Reflections

By Xrayser

Congratulations

on the many suggestions for preparing for Christmas trade (*C. & D.*, September 21, p. 353), selling Christmas gifts (p. 347), and the descriptions of suitable merchandise covering many pages. My business experience as a pharmacist covers a period in which Christmas trade in the pharmacy has developed from the selling of a few plain bottles of perfume to the practice of turning some part of the pharmacy into a department, wherein are displayed artistic and colourful toiletries of all descriptions. I agree with the remarks of the writer of your salesmanship article in practically all that he says. I regard the last week in November as the best time to put in the Christmas window. The habit of Christmas shopping in days gone by was to leave purchasing till the week before Christmas; buyers now select their presents at least a fortnight earlier, although there is always a rush during the last few days. The list of postings for parcels for abroad is useful; this should be copied out and displayed in the window as a reminder to those who have friends overseas. Free packing should be a feature of the season; it is a good idea to have a suitable spot in the pharmacy where customers can address labels and write greetings. The Odophone system is one I have been interested in for some years; it is an example of how the pharmacist, by taking some extra trouble in the perfume department, can gain kudos and swell his returns at the same time.

The Trend of Pharmacy

to-day is that returns are slowly dropping; and this is due to a great extent to the growth of lines of small value, which oust articles of the same type at a higher price (p. 378). Examples are not far to seek. Aspirin tablets, proprietary and otherwise, well-known salines, hair creams, shaving soaps and many others will suggest themselves; as your correspondent states, bulk proprietaries are often broken and pennyworths sold. Just after the war chemists had a tacit understanding that threepence was to be the minimum value of a purchase made over the counter; but of late penny lines

appear to be as much in evidence as in pre-war days, when the penny was worth more. It is passing strange that a woman will cheerfully pay a hairdresser whatever is asked for some attention to her hair but will ask, when a sixpenny bottle of aspirin tablets are offered, whether there is not a smaller size stocked. The solution of the problem is primarily with the pharmacist. He should always keep the question of quality to the front, and avoid as far as possible the offering of packs which are also found in the bazaars. I come across, occasionally, pharmacists who try to beat the bazaars by selling cheaper articles than can be found in their shops; this is sheer madness. Not in fighting them, but in offering something better, backed up by good sales talk, is the way out of a situation which grows more serious every day.

"Advice to a Junior"

is the title of a thoughtful contribution on p. 379; although a senior myself, I am with the writer of it in all that he says. Experience is useful as a guide when principles are involved, but not necessarily when methods are in question. Age not only brings a hardening of the arteries to many men but fixed trends of thought as well. Happy is the junior whose employer has always kept an open mind for new ideas. In matters of routine and practice new ideas have never been required in pharmacy so much as to-day. It is a time of the sweeping away of old shibboleths, of the relegating of many once revered ideas to the dustbin, of the trial of new methods. It should be remembered, however, that not all that is modern is sound, any more than that all that is old-fashioned is necessarily out of date; tradition still has a part to play. The trouble is that so few juniors in these days take the trouble to think for themselves and make suggestions to their seniors. They want to acquire knowledge easily and comfortably—and they are growing up in an age when they can do so. In the pharmacy much is done for them by the wholesaler and the manufacturer; even bottles are purchased washed and sterilised. Thus does the junior often get his style cramped at the beginning of his career, eventually becoming a senior with fixed ideas on most things.

Legal Reports

Judgment by Consent.—In the Chancery Division (Vacation Court) of the High Court, London, recently, the defendants consented to judgment in a case in which the County Chemical Co., Ltd., moved for an order to restrain Walkers (Holborn), Ltd., from infringing the plaintiffs' trade mark "Brylcreem" by using the word "Brylsheen" in connection with hair cream, etc. Counsel for the plaintiffs said his clients waived their claim for damages and delivery up of material the possession or sale of which would constitute a breach of the injunction. The vacation judge made an order correspondingly, with costs.—In the same court, on September 25, the County Chemical Co., Ltd., asked for an injunction to restrain Mr. R. P. Abbott, High Road, Tottenham, London, N.1, from passing off as Brylcreem a substance not of the company's manufacture. Mr. J. R. Jackson, for the company, said there was also an allegation of infringement of a trade mark. Their case was that a preparation was sold by Mr. Abbott in bottles and under a label exactly similar to those of the plaintiff company. That preparation was not Brylcreem. Mr. Abbott, appearing in person, said he sold the preparation in ignorance. "I had no idea it was spurious," he added, "I bought the goods from other people and can prove it." Counsel, his solicitors and Mr. Abbott had a consultation, and in the end counsel said Mr. Abbott would consent to an interim injunction in the terms of the notice of motion, costs to be costs in the cause.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

TOJA SYNDICATE, LTD. (P.C.).—Capital £2,000. Objects: To manufacture and deal in medicinal preparations and to manufacture and deal in toilet requisites, etc. R.O.: 16 Woodstock Street, W.1.

KASON CHEMICAL CO., LTD. (P.C.).—Capital £2,000. Objects: To carry on the business of manufacturing chemists, druggists, etc. Solicitors: Wallace, Milne & Allan, 65 Bath Street, Glasgow.

DENCIL MANUFACTURING CO., LTD. (P.C.).—Capital £500. Objects: To carry on the business of wholesale and retail chemists and druggists, etc. Aneurin T. Aspin, 67 Lord Street, Liverpool, secretary.

ASSOCIATED CELLULOSE SUPPLIES, LTD. (P.C.).—Capital £1,500. Objects: To carry on the business of film cleaning, chemical and/or celluloid manufacturers and dealers, etc. R.O.: Coventry House, 3 South Place, E.C.2.

W. H. TOMKINSON & CO., LTD. (P.C.).—Capital £1,200. Objects: To acquire the business of a dealer in photographic instruments and materials now carried on by Wm. H. Tomkinson at 81 Dale Street, Liverpool, as "W. H. Tomkinson."

WESTERN COUNTIES PRODUCTS, LTD. (P.C.).—Capital £1,000. Objects: To acquire the business of dealers in chemists' sundries and medicines carried on by A. J. Foyle and N. E. Davis at 1 Pipe Lane, Bristol, as "Western Counties Products."

CHRISTOPHER STANLEY & CO., LTD. (P.C.).—Capital £3,000. Objects: To acquire the registered trade mark "Iozo" and to carry on the business of chemists, druggists, dealers in perfumes, cosmetics, etc. R.O.: 31 Budge Row, Cannon Street, E.C.4.

BRITISH ASSOCIATION OF RADIOLOGISTS, LTD. (P.C.).—Capital £100. Objects: To carry out research work and market products for the application of electro-magnetic radiations, etc. Bernard J. Leggett, 353 Romford Road, Forest Gate, E.7, director.

SOUTHALLS (BIRMINGHAM), LTD.—The usual interim dividend is declared on the ordinary shares of 6d. per 5s. share, which is equal to 10 per cent., free of tax. Warrants will be despatched on October 1.

Bankruptcy Reports

Re Clifford Richard Baldwin, 67 Newland Street, Witham, Essex, chemist and druggist. The first meeting of creditors was held recently at 29 Russell Square, London, W.C.1, when a resolution was passed for the appointment of Mr. Parkin S. Booth, Holborn Viaduct, London, E.C., as trustee of the estate.

Re Ronald William Ward Baxter, 299 Hunslet Road, Leeds, chemist and druggist. The first meeting of creditors was held recently at the Official Receiver's Office, Leeds. A statement of affairs was submitted which disclosed gross liabilities amounting to £988 12s. 6d., of which £917 12s. 6d. was expected to rank for dividend, against net assets of £295 4s., leaving a deficiency of £622 8s. 6d. Debtor attributed his failure to heavy rate of interest on borrowed money; heavy overhead expenses; and lack of capital. At first the takings were £10 to £12 a week, increased in 1935 to £15 to £16, in addition to his average monthly receipts from National Insurance of £18 to £20. Debtor had been crippled from lack of capital and had borrowed from moneylenders at heavy interest. Proper books of account had been kept, and balance sheets and trading accounts had been prepared up to May 1934, the balance sheet at that date showing a net loss of £82 18s. 7d. and a debit capital of £339 10s. 3d. Debtor admitted that he became aware of his position in 1932. A resolution was passed for the appointment of Mr. Parkin S. Booth, Liverpool, as trustee of the estate.

Private Arrangement

Jean Perfumery Co., Ltd., 66/72 Princelet Street, Brick Lane, London, E. A meeting of the creditors was held recently at the Institute of Chartered Accountants, when a statement of affairs was submitted which showed liabilities of £4,071 15s. 7d., made up as follows:—Trade creditors, £2,223 15s. 10d.; sundry creditors, £213 7s. 1d.; loans from directors, £413; and bankers, £1,221 12s. 8d. The assets comprised:—Cash, £3 12s. 9d.; debtors, £1,025 17s. 6d., estimated to realise £925 17s. 6d.; stock, £1,052 9s. 4d., expected to produce £300; motor cars and lorry, £255 13s. 6d., put down at £140; plant, machinery and furniture, £442 12s. 1d., valued at £50; sundry assets, £50 17s. 6d., expected to produce £12; and amount due from late directors, £434 8s. 1d., put down at £80; making a total of £1,511 10s. 3d., from which had to be deducted preferential claims of £334 14s., leaving net assets of £1,176 16s. 3d., or a deficiency of £2,894 19s. 4d. Mr. Viney, of Messrs. Butler, Viney & Co., C.A., reported that the company was incorporated in March, 1934, the issued and paid-up capital being £1,625. During the first six months the profit earned was fairly satisfactory, and banking facilities were arranged. Agents were appointed in various parts of the country, but for the twelve months' trading there was a net loss of £1,187, and for the three months to August 31 this year there was a further loss of £1,118. The accountant said that if the company went into liquidation at the present time the assets would realise very little, and consequently the creditors could not hope to receive very much. Negotiations were in progress for an amalgamation with another company whereby the two businesses would be carried on as one, and for that purpose the directors of the company were prepared to offer the creditors a composition of 8s. in the £, payable as to 2s. on October 31, 2s. on December 31, 2s. on February 29, 1936, and 2s. on April 30, 1936, the first three instalments to be guaranteed. It was resolved to accept the offer. A committee of inspection was also appointed.

Business Changes

ASTROPINE, LTD., have removed to Yeo Street, Bromley-by-Bow, London, E.3.

ALEXANDER PICKERING & CO., LTD., have removed to 41 Crutched Friars, London, E.C.3. Telephone: Royal 7921.

BURKETT, SHARP & CO., are removing on October 1 to 2 Tower Hill, London, E.C.3. Telephone: Royal 3053/4; telegraphic address: Pulgada, Bilgate, London.

A Leeds Discussion

LEEDS and District Branch of the Pharmaceutical Society opened the winter session on September 12 by a well-attended meeting of members, open also to assistants and apprentices, chiefly to hear an explanation of the new examination regulations. Mr. J. F. Simon, chairman of the branch, presided. Mr. G. C. Crummack, the branch secretary, had drawn up a neatly tabulated summary of the main provisions of the regulations, from which he elaborated in an address to the meeting, subsequently inviting and answering questions. The second portion of the meeting was devoted to formal ratification by the branch of the Constitution and Rules of the Leeds and District Pharmaceutical Benevolent Committee—a representative body which came into being out of the committee responsible for local arrangements for the 1934 Pharmaceutical Conference in Leeds. Mr. Crummack, after detailing the main features of the new examination regulations, said he had no doubt the coming introduction of biology and physiology as necessary subjects in some of the examinations would be welcome to pharmacists of the present generation, alike because they might be expected to produce a more widely-

informed chemist of the future, and also because they would tend to stiffen the examinations and therefore keep down excess of entrants. Present students who did not like the prospect of biology had plenty of time to avoid it between now and 1940. Most interest, perhaps, would be in the 4,000 hours' apprenticeship requirement for the Pharmaceutical Chemist examination instead of the 2,000 hours. Whilst these new regulations might well be expected to bring about a reduction in the number of entrants to the profession, it was particularly interesting to notice that such a reduction had already occurred very markedly in the



MR. G. C. CRUMMACK

Leeds area before the advent of any such changes in the examination requirements. In the Leeds District branch area, with its 480 Society members, there were at June 1, 1935, 105 registered apprentices—ninety-six boys and nine girls. Of these, thirty-six were in company shops, three in the wholesale trade and the rest in the employ of private chemists. A table of commencing dates of these apprentices showed a remarkable decline in the present year. In 1932 twenty-six commenced. The number in 1933 was forty-five, the peak year. In 1934 there was a fall to thirty-one, but in 1935 there was a big drop to three in the 105, plus three additional, and at the most, from all he could gather, there was not an expectation of more than another four in the present year.

Mr. Crummack, answering various questions on his address, said while it was agreed there had been too many people crowding into pharmacy, there was a danger in anything which might bring about a shortage of registered apprentices. Such a shortage might tempt employers to train unregistered youths in the elements of pharmacy, thereby creating a possible future generation of unqualified assistants and drug store proprietors. The real problem for pharmacy was to bring about and maintain an adequate balance of registered apprentices in proportion to the reasonable absorption capacity of the profession.

Mr. H. Haw said he felt the heavy decline in apprentices starting in Leeds district in 1935 was significant of a new parental outlook on pharmacy prospects. Parents sought information about pharmacy when contemplating putting a youth into it, and he fancied the decline was due to a reluctance to undertake the time and expense involved when comparing these with the prospective remuneration. Mr. Haw remarked that while registered apprentices were fewer, so also were unqualified improvers. Whilst the Pharmaceutical Council in London had settled matters a good deal behind the backs of the rank and file in the Society, Mr. Haw felt the future of pharmacy was still a matter very difficult to judge.

South African Notes

THE INFLUENZA OUTBREAK shows signs of diminishing before the advance of warmer weather. From mid-June to mid-August the Union has experienced bitterly cold weather and violent storms. The 'flu outbreak has been correspondingly severe, although this year's outbreak cannot be compared with that of 1918.

CHAIN STORES COMING?—There are persistent reports that Johannesburg, and presumably other centres in turn, will before long see the establishment of chain drug stores on American lines. The gentleman said to be chiefly responsible is a financier well known for the variety and scope of his undertakings. To offer any comments on the scheme is perhaps superfluous, but it may be observed that the drug trade shares with diamond digging and theatrical management the reputation of being a "Tom Tiddler's" ground. One thing is certain, no new venture can reduce dispensing or other prices much below what they are now, except on a basis of longer hours, more varied stocks, and longer credit. For a really "cash" drug store will certainly be "a new planet swimming into our ken"!

THE PATENT MEDICINES ADVERTISEMENT COMMISSION is still in session, but little can be gleaned as to what is being done. It is safe to say it will make no very drastic recommendations: probably the more blatant forms of advertisement may be recommended for suppression, but nothing is likely to be recommended which will much disturb the present *status quo* of the patent medicine trade. Nine-tenths of our electorate are very credulous and superstitious; they are avid readers of patent medicine advertisements and equally avid consumers of the goods. They would resent as "oppression" much curbing of those advertisements which they firmly believe and so enjoy reading. It is a commonplace to add that the most enlightened law-givers cannot legislate much beyond the general level of national intelligence. Of recent years there has been a great influx of young South Africans into the medical profession, and their influence among their own people will probably produce better results than any legislation possibly could at present.

Seychelles Palmarosa Oil

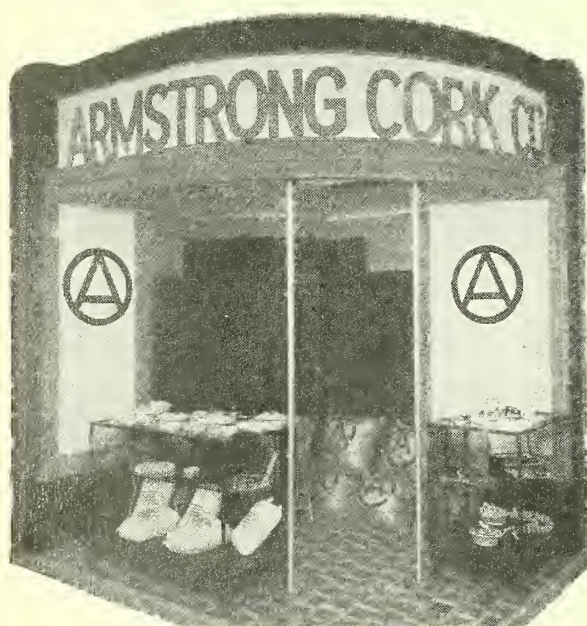
A SAMPLE of Seychelles palmarosa oil was received at the Imperial Institute in March, 1935, distilled from whole plants, grown from Indian seed. A yield equivalent to three litres per ton of material. The sample consisted of a clear, very pale, yellow oil, and had the following constants, which are given with those of other samples for purposes of comparison:—

	Present Sample	Previous Samples			Recorded figures for Indian palmarosa oils
		A	B	C	
Specific gravity ...	0.8886	0.9083	0.8960	0.8968	0.887 to 0.900
Optical rotation ...	+0.41° at 20°C.	+3.1° at 20°C.	+0.03° at 24°C.	—0.22° at 18°C.	+6° to —3°
Refractive index ...	1.4736	1.4796	1.4715	1.4722	1.472 to 1.477
Acid value ...	1.4	1.4	1.2	1.0	0.5 to 3.0
Ester value ...	29.2	46.1	97.2	90.3	12 to 48
Ester value after acetylation ...	272.0	262.3	276.1	273.5	226 to 274
Equivalent to "total geraniol" per cent.	94.0	89.8	95.8	94.6	74.8 to 94.8
Solubility in 70 per cent. alcohol ...	Sol. in 1.6 vols.	Sol. in 1.6 vols.	Sol. in 1.8 vols.	Sol. in 1.6 vols.	Sol. in 1.5 to 3.0 vols.

The odour of the oil was very satisfactory, and closely resembled that of a sample of standard grade Indian palmarosa oil. It contained a high percentage of "total geraniol" and a relatively small amount of esters. It is stated that the oil would be fully equal in market value to the Indian product.

UNDER the heading of "A Pictorial Survey of Lancaster's Business Houses, 1935" "The Guardian" devoted a section of its September 6 issue to prominent local tradesmen. Chemists were represented by Vince & Co. A view of the dispensary was shown and the public were informed that prescriptions are dispensed under the personal supervision of the proprietors, Messrs. A. H. & G. L. Robertson.

Chemists' Exhibition 1935



Upper left-hand:
*Wright, Layman &
Umney, Ltd.*

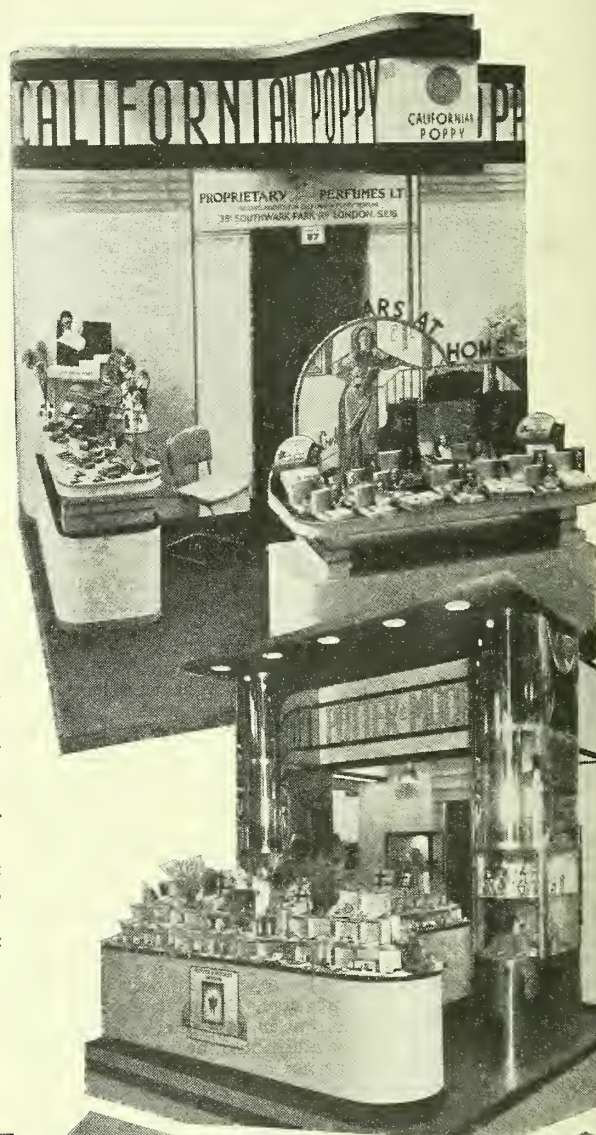
Upper right-hand:
*Proprietary Per-
fumes, Ltd.*

Left centre: *Arm-
strong Cork Co.,
Ltd.*

Right centre: *Potter
& Moore, Ltd.*

Lower left-hand:
*Piesse & Lubin,
Ltd.*

Lower right-hand:
Eucryl, Ltd.



The Chemists' Exhibition

THE forty-fourth Chemists' Exhibition of the London series organised by The British & Colonial Druggist, Ltd., opened at the New Hall of the Royal Horticultural Society, Greycoat Street, Westminster, on September 23 and closes on September 27. The Exhibition was formally opened by the president of the Pharmaceutical Society (Mr. E. Saville Peck) in the presence of an audience presided over by Mr. A. C. Merrin (editor of "The British and Colonial Pharmacist") and combining something of the atmosphere of the British Pharmaceutical Conference with that of a Conference of National Pharmaceutical Union delegates. This circumstance probably determined the subject-matter of the president's speech, which was largely devoted to an exposition of the principles of salesmanship—a topic, no doubt, rigorously barred at the Council table in Bloomsbury Square. It was pleasant to be assured, on authority so distinguished, that salesmanship is an important factor in pharmacy; but the president went on to insist, with the cordial agreement of his hearers, that the professional side of the retailer's work should not be submerged in a miscellany of perfumery and other sales. After Mr. Peck had declared the Exhibition open a vote of thanks was proposed by Mr. Philip F. Rowsell, who remarked that he had attended more than half of the long series under the same organisation. Armed with a Press cutting, Mr. Rowsell made legitimate fun of the efforts of lay writers to manufacture striking headlines and startling paragraphs out of such events. Mr. Fred Storey (president of the Pharmaceutical Society of Northern Ireland), in seconding, referred to the inter-presidential visits of the two Irish Societies, and threw out the suggestion that the scope of so useful a custom might be extended to this side of the water. Mr. Storey also made it clear that no tariffs barred the way to the introduction of British goods into Northern Ireland—a point sometimes overlooked.

Thence the company went upstairs to an excellent luncheon as the guests of the organisers, a little mishap with one of the lifts adding to the sense of festivity. Mr. Merrin, who was in the chair, submitted the loyal toast and called on Mr. J. Godber (president of the Proprietary Articles Trade Association) to propose "Success to the Chemists' Exhibition." Mr. Godber, after giving reminiscences of salesmanship in Brindisi and Berlin, stressed the need for exhibitions of this kind. Mr. Merrin, responding, mentioned that although he had not been present at all the forty-four Exhibitions his predecessor in the chair, Mr. W. P. Want, had been. Mr. G. A. Mallinson, in giving the toast "The President of the Pharmaceutical Society," drew some fancy pictures of his "victim" which were much relished, and proceeded to visualise Mr. Peck as a permanent occupant of the chair of the Society for, say, thirty years. He balanced his speech with a cordial tribute to the strenuous work done by the president in educational matters for many years past. Mr. Peck, after protesting that he failed to recognise himself under Mr. Mallinson's treatment, spoke of the work of the Society and, in particular, of the clerical work about to be undertaken in pursuance of the new Pharmacy and Poisons Act. Shop registration forms, he said, would be sent out on or about November 1, and were to be returned by January 1, 1936. He hoped for the co-operation of those who would receive them. The inspectors to be selected would be "human," not "pharmaceutical police-

men." All these activities indicated larger premises, and he was not one of those who thought that pharmacy should be satisfied with anything less than the best. The effect of this pronouncement on the company was not easy to estimate in the haze of tobacco smoke which it had to penetrate.

Among those present were Mrs. Freke, Mr. W. Deacon, Mr. John Keall, Mr. A. R. Melhuish, Mr. C. A. Noble, Mr. Philip F. Rowsell and Mr. Herbert Skinner (members of the Council of the Pharmaceutical Society); Mr. Fred Storey (president of the Pharmaceutical Society of Northern Ireland); Mr. Harold Deane (chairman of the British Pharmaceutical Conference); Mr. G. A. Mallinson (secretary of the National Pharmaceutical Union); Mrs. Irvine; Mrs. Herbert Skinner; Mr. H. E. Chapman (general secretary, P.A.T.A.); Mr. W. Forster; Mr. Alfred Higgs; Mr. David T. Jones; Mr. Edgar Jones; Mr. Arthur Mortimer (secretary, Wholesale Drug Trade Association); Mr. W. I. Scholes; Mr. Gwilym Thomas; Mr. W. P. Want.

Impressions of the Exhibits

The present year would appear to be "rejuvenation year" at the Exhibition. Various manufacturers exhibited glandular preparations of many varieties for both internal and external use, and hormone products were to be seen also among the exhibits of other firms. One well-known perfumer was showing advance samples of a hormone skin cream shortly to be marketed, the price of which was not yet determined.

By contrast, there were many links with the past. A collection of pharmacy jars at one stand and laboratory books dating back to 1741 at another were shown by organisations with long and proud records in pharmacy. A candlestick of crystals of bismuth metal made a unique variant of the bismuth "cathedral" familiar to students of chemistry, and gave point to the "novelty" of a bismuth carbonate so light that 1 lb. bulks to 120 fluid ounces. At another stand a "fountain" of neon tubing in pale blue formed an elegant setting for a familiar series of widely advertised proprietaries. British cod-liver oil, claimed to be richer in vitamins A and D than the average foreign sample, and to be almost tasteless and odourless, occupied another stand. Vitamin potencies were here expressed mathematically in recognised "units." A cork manufacturer showed bottle caps in bakelite and delicately coloured beatl—a sign of the times.

Recent advances in pelology, which formed the subject of an article appearing in the *C. & D.* of June 29, were embodied in a series of preparations from natural peat. At another stand, a range of dermatological products claimed to give effect to an improved method of presenting medicaments in a state of high dispersion. A specific extract of the anterior lobe of pituitary, and various preparations for inoculation against diphtheria, were to be seen at the Exhibition.

Some excellent specimens of fruits, leaves, etc., formed part of the exhibit at another stand. Among manufactured and branded products seen were health foods, mouth-deodorant tablets, indelible lipsticks, toilet tissues, rat poisons, confectionery, mineral waters, etc., showing how wide are chemists' business interests. Almost a score of stands were devoted entirely to perfumery and toilet articles, a high proportion when compared with the scarcely larger number of stands devoted to purely pharmaceutical products. Bottles were another item that collectively afforded material for thought, the variety of capping and sealing materials being as noteworthy as the high quality of the glassware itself. Machinery was well represented, and small-scale processes were not overlooked in arranging the exhibits. Foods seemed to be becoming more and more scientific in composition, as evidenced by the declarations on the containers. Proprietaries of numerous types were to be seen in the usual variety, some of limited scope and others appealing to the million. Finally, it may be recorded that the stands the contents of which did not lend themselves to picturesque display were characterised by the salesmanlike arrangement of their goods.



Top left:
County Per-
fumery Co.,
Ltd.

Top right: Meggeson
& Co., Ltd.

Left centre: Parke, Davis & Co.

Right centre: Dubarry Perfumery Co., Ltd.

Bottom left: J. C. Eno, Ltd.

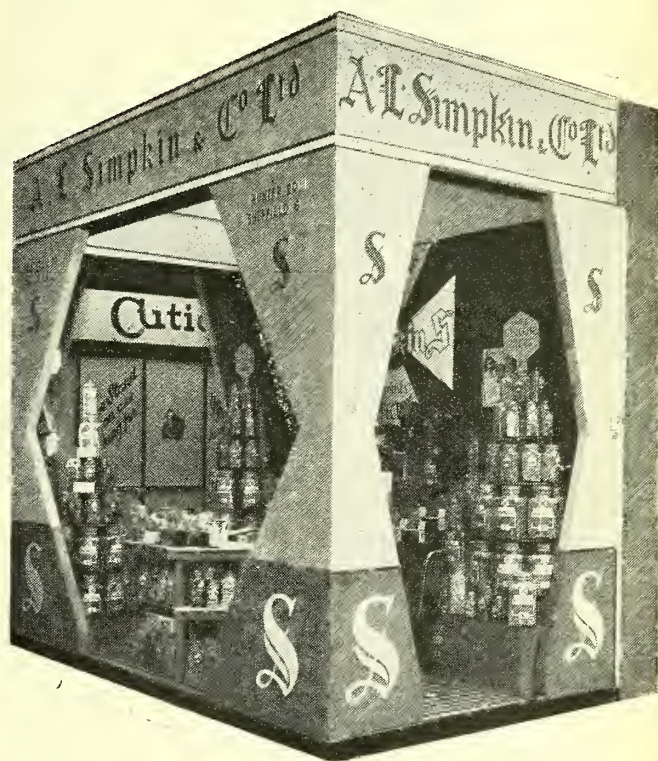
Bottom right: Howards & Sons, Ltd.



Left: *Manesty Machines, Ltd.*

Below, left: *Ford, Shapland & Co., Ltd.*

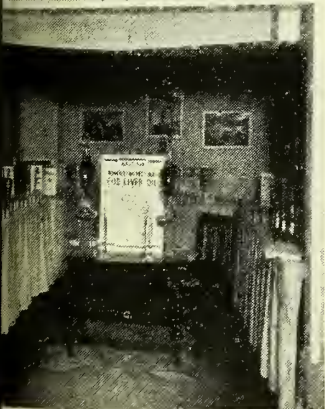
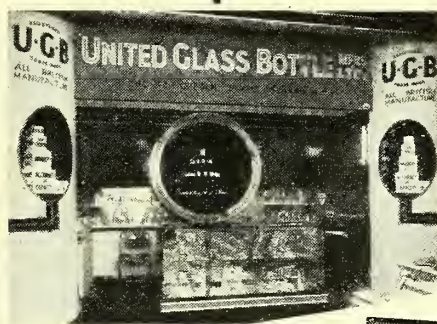
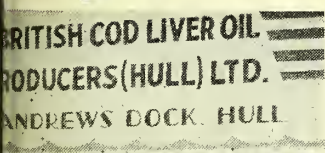
Below, right: *A. L. Simpkin & Co., Ltd.*



CHEMISTS' Exhibition,

HORTICULTURAL HALL,
Westminster, London, S.W.1

September 23 to 27,
1935



Lower left-hand: *British Cod Liver Oil Producers (Hull), Ltd.*

Right centre: *United Glass Bottle Manufacturers, Ltd.*

Lower right-hand: *Wm. Gardner & Sons (Gloucester), Ltd.*

Accuracy in Dispensing

By "Scrutator"

ALTHOUGH "to err is human," one is not always disposed to accept that as a full explanation of a mistake or as an adequate excuse for its occurrence. We try to prevent errors creeping into our work, and if we cannot completely eradicate them we endeavour to bring their number down to the irreducible minimum.

An examination and analysis of the results of the operation of the drug testing scheme shows that inaccuracies are due to two or three clearly defined causes. First, the drugs used may not be of the standard strength; then, the dispenser may not weigh or measure the ingredients correctly; and again, the container used may not be of the correct capacity. Each of these causes is within the control of the contractor; and a fault in any one class is sufficient to cause a black mark to be registered against the chemist in the analyst's report. But when faults in one class are combined with faults in another class, or when, in dispensing one medicament, errors occur in all three directions, then the resulting error as shown by analysis is very difficult to assess at its true value. An error may either aggravate another or cancel it.

Errors in strength of drugs can be avoided by using fresh material supplied under warranty by firms of repute. Errors in bottle capacity can be minimised by using containers made by first-class manufacturers who, although they may not feel disposed to guarantee accuracy, will in their own business interests seek to ensure the narrowest possible margin within which variations in capacity may occur. There remains, then, only mistakes in manipulation.

Many errors revealed by the analyst could be avoided, but some are undoubtedly due to the fact that ordinary shop conditions are not conducive to the attainment of an examination standard in dispensing. It is, moreover, not at all certain that such a standard is necessary in the ordinary cases of insurance work. Errors resulting from incorrect bottle capacity could, of course, be avoided by dispensing every mixture in a graduated measure and transferring it to the container at the end of the operation; but whether this is a practicable method for adoption during rush hours in a busy pharmacy is another question. It is admitted that by careful buying, errors resulting from the use of faulty drugs could be eliminated; and so it would seem that the only errors for which an admissible excuse can be tendered are those which occur unavoidably in weighing and measuring.

Variations in Capacity

Variations in bottle capacity have frequently formed the subject of investigation by manufacturers, retail pharmacists and others. A correspondent has recently furnished us with the results of his own personal experiments in connection with bottles provided by insured persons and not supplied by himself. He has found a shortage of from three to eight drachms in reputed 8-oz. bottles, and an excess of from one and a half to four drachms in reputed 6-oz. bottles. He draws attention to the fact that if the correct quantity of the medicament is placed in a bottle of incorrect capacity the result of analysis based on that capacity would be regarded as an error although the correct amount of each ingredient had been supplied.

This matter has been dealt with at some length in the memorandum recently issued by the Executive Council of the National Association of Insurance Committees after consultation with the Council of the National Pharmaceutical Union. This memorandum quotes examples to show the effect of incorrect bottle capacity, and states that the actual errors due to faulty dispensing may be so modified by inaccuracies in containers as to turn an excess into a deficit, double the value of either a *plus* or *minus* error, or even nullify entirely the effect of an error in manipulation. In the memorandum some attempt is made to explain the reason for the errors recorded by the analyst. It must be admitted, however, that in most of the reported test cases in which action is taken by an insurance committee some kind of error exists; and whatever interpretation is placed on the results shown in the analyst's report would only serve to modify the extent of

that error—it would not eliminate the error altogether. Dealing with the question of bottle capacity the memorandum states:—

"The common cause of differences between the total volumes of medicaments prescribed and dispensed is the use of bottles the actual capacity of which differs from the reputed capacity. It is understood that bottle manufacturers do not guarantee that the actual capacity of their bottles is exactly the same as the reputed capacity, but good-quality graduated bottles, in which the differences between the actual and reputed capacities are confined to narrow limits, are obtainable, and their use for insurance dispensing is strongly recommended."

The pharmaceutical service subcommittees of the different insurance committees administer the provisions of the drug testing scheme; and the memorandum adds:—

"It will be appreciated that any percentage deficit or excess shown in . . . the analyst's certificate in respect of a liquid medicament includes the effect of any difference between the total volume of medicament prescribed and the total volume dispensed, and it is therefore desirable that the chairman [of the Pharmaceutical Service Subcommittee] and the chemist representative should consider not merely any percentage excess or deficiency shown in . . . the analyst's certificate, but also any percentage excess or deficiency which does not include the effect of any difference between the total volume of medicament prescribed and the total volume estimated to have been dispensed. Such percentage excesses or deficiencies are, of course, calculated from any differences between the total quantities of ingredients prescribed . . . and the total quantities estimated to have been dispensed . . ."

The National Pharmaceutical Union are greatly concerned because cases considered under the testing scheme and reported from different areas show wide divergencies in interpretation; and the object of the agreed memorandum now issued is to secure the adoption of a procedure similar in all areas and an interpretation of the results of those cases based on comparable data. For this purpose a course to be adopted by the pharmaceutical service subcommittees (including a skeleton form of report on each case) is suggested for the consideration of all insurance committees throughout the country; and it is understood that the proposals put forward by these two national representative bodies in collaboration have been approved by the Ministry of Health.

SPANISH INFLUENCE IN MEDICINE.—A sumptuously printed and well-illustrated booklet has been issued, with the title "Spanish Influence on the Progress of Medical Science," by the Wellcome Foundation, Ltd. The brochure deals, among other matters, with the works of Maimonides and the introduction of cinchona into Europe.

WELSH COLLEGE OF PHARMACY.—The 1935-36 session commences on October 7. Full-time (day) courses in preparation for the examinations of the Pharmaceutical Society and the University of London, for the Apothecaries Hall assistants' examination for dispensers, and for the diploma in biochemical analysis of the Pharmaceutical Society of Great Britain, as well as a course of lectures in bacteriology, are included in the syllabus. Prospectuses, giving further particulars, will be forwarded on application to the Principal, Welsh College of Pharmacy, Cardiff.

HOW TO ADVERTISE LIPSTICK.—"It [lipstick] is a luxury and not necessary to the 'great mass of middle-class housewives.' . . . And a luxury needs glamour, not facts. When I buy dishcloths or sensible stockings I want to know their quality or their durability, but when I buy lipstick, or face creams, or chiffon underclothing I want a story about them to justify my indulging in such luxuries in these difficult times. Women have to have some sort of adventure and they have to find it when they buy . . . a lipstick that promises them success!"—Rosita Forbes.

Trade Notes

MEDICATED PASTILLES.—A seasonable series of articles is advertised by Ernest Jackson & Co., Ltd., Crediton, Devon, in their Centurion series of medicated pastilles. Eleven popular varieties of lozenges and pastilles are available.

D.D.D. PRESCRIPTION FOR ECZEMA.—We illustrate a display stand which is issued by D.D.D. Co., Ltd., 3 Fleet Lane, London, E.C.4, to promote the sales of D.D.D. Brand prescription for eczema and diseases of the skin and scalp. This preparation is sold de-stamped. A range of preparations is given in our advertisement pages.



ROTOTHERM THERMOMETERS.—The British Rototherm Co., Ltd., Merton Abbey, London, S.W.19, inform us that they have recently erected a new factory for the production of new industrial patterns of Rototherm thermometers. The factory is of the most modern type, giving the maximum light and fitted with unit heating control by Rotothermostats.

ALLENBURYS GLYCERINE AND BLACK CURRANT PASTILLES.—Allen & Hanburys, Ltd., Bethnal Green, London, E.2, announce that in future a bonus of three 1s. 3d. tins of these pastilles only will be given on orders for three dozen 1s. 3d. tins, or the equivalent.

GILLETTE INDUSTRIES, LTD., 197-207 City Road, London, E.C.1, announce generous bonus terms which are available between October 1 and November 30. An extensive advertising campaign commences next month. Full details are given in our advertisement pages.

AYRTONS OF LIVERPOOL advertise a seasonal article in this week's issue in Ayrton's Balsam of Glycerine, Honey, Lemon and Ipecac. The offer of the loan of an electric flashing sign is made to all buyers of one gross, or it is given free to purchasers of three gross or more during the season.

DOLS' VOLATILISE FLANNEL, LTD., Viaduct Street, Huddersfield, have appointed The Splendor Co., 5 Beastmarket Hill, Nottingham, and Africa House, Kingsway, London, W.C.2, as sole distributors of Dols' Flannel. This product is issued for the treatment of rheumatism and allied afflictions.

WINDOW DISPLAY BONUS.—The Thermogene Co., Ltd., 160 Piccadilly, London, W.1, offer special window display bonus terms for Thermogene wadding and Thermogene Vapour Rub. Full particulars will be supplied on application. Advertising campaigns will be undertaken during the autumn and winter months.

THE SOUTH-EASTERN YEAR BOOK for the session 1935-36 which has just been issued is the official publication for the South-Eastern Associations comprising the South-East London Chemists' Association, the South-East Metropolitan Branch of the Pharmaceutical Society, the South-East London Branch of the Photographic Dealers' Association, and the South-East London Branch of the National Pharmaceutical Union. This booklet is a useful schedule covering the variety of interests of London chemists not only in the area but elsewhere. Programmes of the forthcoming winter session meetings and a calendar of important dates for London chemists are included.

MORNING PRIDE SHAVING CREAM.—This preparation has been introduced for quick shaving without brush, lather or rubbing. No brush or soap is required. It is claimed that this preparation keeps the skin supple and healthy. It is prepared by Fairy Dyes, Ltd., Glasgow, and its sole distributors are Fassett & Johnson, Ltd., 86 Clerkenwell Road, London, E.C.1.



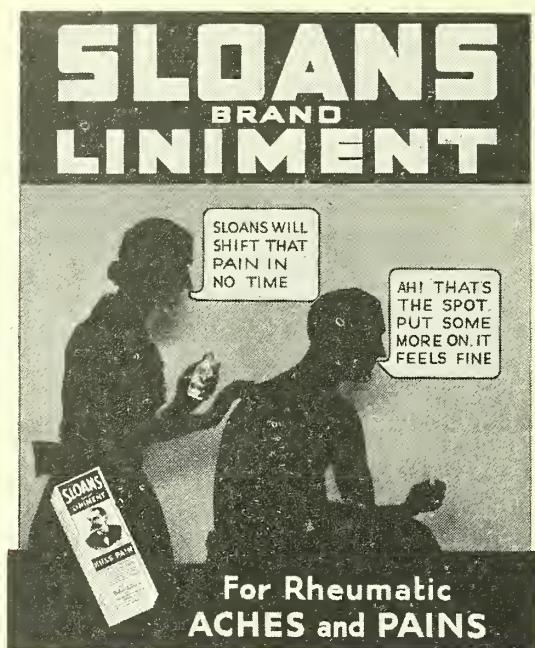
LIVER-VITE TABLETS.—A new preparation is advertised in this issue in Liver-Vite Tablets, which it is stated present liver and yeast as a general tonic or remedy for specific ailments. Liver-Vite Tablets will be the subject of a national advertising campaign in the daily Press. A special offer is available on orders received before October 25. Inquiries should be made to British Liver Co., Ltd., 3A King Street, Wallasey, Cheshire.

GENASPRIN NEW PACK.—Genatosan, Ltd., Loughborough, Leicestershire, state that they have sent a letter to the trade giving full particulars of the new Genasprin pack. The ratio of profit remains as before and bonus parcels are being revised to give retailers an even better margin of profit on Genasprin, and in addition on Formamint. An extensive Press campaign has been opened to introduce the new pack. The point is emphasised that Genasprin continues to be reserved to the chemists' trade only.

BRYLCREEM PROPAGATORY MATTER.—The County Perfumery Co., Ltd., North Circular Road, Park Royal, London, N.W.10, have available a handsome new counter or window display set, together with showcards, advertising Brylcreem and Brylcreem de Luxe. An illustration of the set is given herewith. This advertising material is most decorative and attractive and will no doubt be of especial value in assisting the sales of this popular hair dressing.



SLOANS LINIMENT.—William R. Warner & Co., Ltd., 300 Gray's Inn Road, London, W.C.1, have recently introduced a new series of window display material, of which we illustrate



the centrepiece. In addition, there are two side showcards, and the ensemble makes a striking appeal in favour of this nationally advertised liniment.

NEW MACLEAN PRODUCT.—Macleans, Ltd., Brentford, announce the introduction of Macs Antiseptic Throat Sweets, which can be sold only by chemists. They contain a new antiseptic, amyl-oxy-toluene, and it is claimed that this substance is 250 times stronger than pure phenol. National advertising will begin very shortly. Further particulars are given in our advertisement pages.

COTY CHRISTMAS COFFRETS.—Coty (England), Ltd., 3 Stratford Place, London, W.1, send us a specimen from amongst their special Christmas coffrets. This was received too late for last week's special Christmas Gifts number. The design of the coffret has been inspired by the cloths with which Caucasian



women adorn themselves on certain occasions: hence the description "Caucasian" design. The coffret has been designed so that it can be used when empty as a work, trinket, glove or lace box. An attractive series of Christmas showcards is available on application.

PETROLAGAR PRODUCTS.—Petrolagar Laboratories, Ltd., Braydon Road, London, N.16, inform us that they are undertaking propaganda work amongst 20,000 practising physicians in the United Kingdom and the Irish Free State in relation to Kaldrox Brand Adsorbent Compound and Petrolagar with Cascara. Kaldrox has been introduced for the adsorbent treatment of gastric disorders. It consists of an emulsion of colloidal



kaolin with aluminium hydroxide gel. It is packed in attractive 6-oz. and 12-oz. bottles. During October a free 6-oz. bottle is given with each initial order for two 6-oz. bottles and one 12-oz. bottle. Petrolagar with Cascara is claimed to possess the following special advantages: it is pleasant to take, it softens the bowel contents, lubricates the bowel, and acts as a stimulus to peristalsis. It has also the advantage that dosage may be diminished as the patient's condition improves.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1935, p. 323.

(From "The Trade Marks Journal," September 11, 1935.)

- "VADURA"; for all goods (1). By Kodak, Ltd., Kingsway, London, W.C.2. 560,556. (Associated.)
- "BECKOLIN"; for all goods (1). By Beck, Koller & Co. (England), Ltd., 479 Edge Lane, Liverpool. 561,267. (Associated.)
- "AQUADOR"; for water softening preparations (1). By Drake & Gorham, Ltd., 36 Grosvenor Gardens, London, S.W.1. 561,376. (Associated.)
- "NIPAGSOL"; for chemicals (2) and for medicinal chemicals (3). By Nahrungsmittelfabrik Julius Penner, A.-G., Belzigerstr. 27, Berlin-Schöneberg, Germany. 558,082/083. (Associated.)
- "FLOETTA"; for disinfectants and disinfectant soap (2). By The Floetta Soap Co., Ltd., Acresfield, Prestbury, Cheshire. B 560,584.
- "SPIDREXE"; for insecticides (2). "WARFLIX"; for chemicals (2). By Pan Britannica Industries, Ltd., 14 Waterloo Place, London, S.W.1. 561,184; 562,209.
- "STEFIZAN"; for disinfectants (2). "STERIDON"; for all goods (2). By H. R. Napp, Ltd., 3 & 4 Clement's Inn, Kingsway, London, W.C.2. 561,253/254. (Associated.)
- "NEUSTAB"; for chemicals (2). By Boots, Ltd., 37 Station Street, Nottingham. 561,986/987. (Associated.)
- "ENDOSEC"; for insect destroying preparations (2). By Jobsons, Ltd., 31 South Ward Road, Dundee, Scotland. 562,236.
- "ALERTUS"; for medicated preparations (3). By Howard Lloyd & Co., Ltd., 20 Ashfordby Street, Leicester. 560,342.
- "ALCOVEX"; for medicinal chemicals (3). By D. V. Products, Ltd., 45 Finsbury Court, London, E.C.2. 562,265.
- "SANETTE"; for medicated jelly (3). By Faulkner-Clarke Pharmacal Co., 403 Grain Exchange, Calgary, Canada. 560,815.
- "DIBROPHEN"; for medicated preparations (3). By Dr. Armin Bauer & Co., G.m.b.H., 3 Passauerstr., Berlin, W.50. 561,343.
- "NARISOL"; for inhalants for catarrh, etc. (3). By Cooper, Son & Co., Ltd., 80 Gloucester Road, South Kensington, London, S.W.7. 561,307.
- "CORFELL"; for all goods (3). Corfield & Corfield, 39 Bennetts Hill, Birmingham. 561,412.
- "GERMOLOIDS"; for all goods (3). By Veno Drug Co., Ltd., Chester Road, Manchester. 562,068. (Associated.)

Births

Notices for insertion in this column must be properly authenticated.

CHAMBERS.—On September 17, the wife of W. Harris Chambers, chemist and druggist, 7 Fulham Park Road, London, S.W.6, of a son.

HILTON.—Recently, the wife of W. O. Hilton, M.P.S., 26 New Bank Road, Blackburn, of a son.

Marriages

ALLSOPP—BELL.—At St. Peter's Church, Mansfield, on September 21, by the Rev. J. H. Stamper (vicar of Skegby), Harry, youngest son of Mr. J. J. Allsopp, Mansfield, to Nancy, younger daughter of Mr. A. H. Bell, Ph.C., M.P.S., Mansfield.

BARKER—IZZARD.—At St. Andrew's Church, Lincoln, on September 16, H. W. Barker (secretary, Battle, Hayward & Bower, manufacturing chemists, Lincoln), to Vivian H. J. Izzard.

DONAGHY—McKEAGUE.—At Ballymoney, on September 17, James Donaghy, M.P.S.N.I., Church Street, to Jean McKeague.

FLANAGAN—KEAVENEY.—At Sligo Cathedral, recently, Cormac Flanagan, L.P.S.I., to Nancy Keaveney.

HAWKES—SPITTLEHOUSE.—At St. Mary's Church, Handsworth, Sheffield, on September 19, Allan Hawkes, chemist and druggist, to Hilda Spittlehouse.

KYLE—REID.—At Whitehead Presbyterian Church, Belfast, on September 4, Herbert Alexander Kyle, M.P.S.N.I., Omagh, to Eileen Maude Reid.

Deaths

ALEXANDER.—At Southampton, on September 10, Mr. Thomas Burns Alexander, chemist and druggist, aged fifty-nine.

COOPER.—Since the appearance, in our issue of September 21, of the announcement of the death of Mr. H. Cooper, Ph.C., works manager and director of Smith, Stanistreet & Co., Ltd., manufacturing and wholesale chemists, Calcutta, we have received from Calcutta the following additional particulars. Prior to his arrival in India, Mr. Cooper was engaged as a research chemist with Burroughs Wellcome & Co., London, and since joining Messrs. Smith, Stanistreet & Co. as their chief chemist in 1919, he had been closely associated with the principal activities of the trade. Mr. Cooper was a vice-president of the Institution of Chemists (India), for which body he acted as honorary secretary from its inauguration in 1928, and was a member of the Government of India Drugs Inquiry Committee. He was co-opted a member of the Faculty of Science of Benares Hindu University, and was a member of the Board of Studies in pharmaceutical chemistry and an examiner for the B.Sc. degree of the University. In March last he was elected president of the Bengal Pharmaceutical Association. He is survived by his wife and son.

PETERKIN.—At Elgin, on September 21, Mr. Henry Peterkin, chemist and druggist, aged sixty-four. Mr. Peterkin carried on business in Elgin for twenty-eight years. He is survived by his widow and three sons.

Wills

MR. PERCY ARTHUR WILLIAM SELF, B.Sc., F.I.C., Ph.C., of 17 Farquharson Road, Croydon, Surrey, and of 57 Chancery Lane, W.C., analytical and consulting chemist, who died on May 27 last, intestate, left estate gross value £5,211, with net personality £3,318.

MR. JOHN DOWLING ALLMAN, M.P.S., of 39 Culmington Road, Ealing, W., a director of C. J. Hewlett & Son, Ltd., manufacturing chemists, of 35 to 42 Charlotte Street, E.C.2, who died on August 25 last, aged ninety, left estate gross value £3,723, with net personality £3,524.

Personalities

MR. F. J. MILES, chemist and druggist, King's Lynn, who is the oldest magistrate in the borough, recently celebrated his eighty-eighth birthday.

MR. J. W. EDMONDSON, chemist and druggist, Rishton, is the first chairman of the local District Council to wear the new chain of office. The chain is a Jubilee gift.

MAJOR T. KNOWLES, director of Monsanto Chemicals, Ltd., gave an address on "An Employer's View of Welfare" at the recent annual conference of the Industrial Society held at Oxford.

MR. FRANK E. S. CLARKE, 23 Cambrian Road, Newport, is now acting as secretary of the Newport and Monmouthshire Chemists' Association in succession to Mr. J. Shelley, who has resigned.

MR. G. W. HALES, chemist and druggist, and **MRS. HALES,** Ipswich, celebrated their silver wedding on September 15. In connection with the event they were presented with a piece of silver by the members of Mr. Hales's staffs at the Ipswich, Debenham, Framlingham, Leiston, Stowmarket and Woodbridge pharmacies.

MR. KENNETH C. ALLEN, managing director of Stafford Allen & Sons, Ltd., London, E.C.2, and his two sons (Mr. R. K. and Mr. A. W. Allen) are at present on a tour in Canada. The



accompanying photograph of them was taken at Rideau Lakes, Ontario. They intend to return home through the United States.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Wednesday, October 2

Manchester, Salford and District Branch of the Pharmaceutical Society, Manchester Ltd. Restaurant, at 7.30 p.m. Reception and dinner-dance.

Pharmaceutical Society of Great Britain, 17 Bloomsbury Square, London, W.C.1, at 11 a.m. Council meeting. At 3 p.m. opening of the College of Pharmacy. Address by Sir F. Gowland Hopkins, O.M., P.R.S.

Business Efficiency Exhibition, White City, London, W.12. Factory, sales and general office equipment. Closes October 12.

Thursday, October 3

National Association of Women Pharmacists, 17 Bloomsbury Square, London, W.C.1, at 8 p.m. Address by Dr. Philip Hamill, "The Pharmacist, the Poison and the Public."

Friday, October 4

South-West London Chemists' Association, Balham Club, Ltd., Ramsden Road, London, S.W.12, at 8.30 p.m. Dr. W. H. Linnell on "Problems of Coal Research."

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is the delicious "leaf-edge" tea which doctors throughout the country are now recommending to patients with whom ordinary tea disagrees.
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Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

- | | |
|---|---|
| R/21. Adenosine (for angina) | B/24. Lobelyne cream |
| W/23. Betty Joel perfumes (London agents) | S/25. Ryzamin (vitamin product) |
| T/20. Chocolate agar granules | M/25. Septimar toilet preparations |
| G/20. Gleeson syringe | D/19. Veronyl (said to contain codeine) |
| E/17. Kestamin (not Yestamin) | |

THE
CHEMIST AND DRUGGIST

VOL. CXXIII.

September 28, 1935

NO. 2903

Winter Tales

THE time is fast approaching when chemists' associations and branches of the Pharmaceutical Society in various parts of the country will be privileged to hear the latest official views on affairs pharmaceutical. So far it is not possible to review winter sessional programmes; but doubtless these are well advanced, and this winter, perhaps more than any for some time, pharmacists will be interested in what the official speakers have to say. It is to be hoped that committees will insist on meetings being "open" in the full sense of the term, so that no meetings addressed by councillors or permanent officials of the Society will be described as "private and confidential" or "informal." Interest of pharmacists all over the country in the Pharmacy and Poisons Act, 1933, is acute, and any attempt to prevent official views from reaching members of the Society in other parts of the country should be rigorously contested by the associations or branches concerned. It cannot be too widely known that to-day the Council of the Pharmaceutical Society is an autocratic body which, once elected, can do exactly as it pleases with pharmacy, independent of any protests from the branches or associations. Since the passing of the 1933 Act there is no opportunity for members of the Society effectively to protest against any action which the Council may think fit to undertake. It may be that this fact is not generally recognised; but it is indeed a fact, and it is important that the maximum publicity should be given to the views expressed by councillors as they visit the various meetings up and down the country. First and foremost among the subjects which will no doubt receive much attention during the forthcoming winter session is the new Pharmacy and Poisons Act. In a previous issue we suggested that it would be advantageous to pharmacists generally if the secretary of the Pharmaceutical Society (or one of his staff) could, as Mr. Perrins of the Home Office did, answer questions from interested parties (*C. & D.*, July 13, 20, 27, pp. 73, 101, 128 *et seq.*). Such a meeting, if held at Bloomsbury Square, would no doubt be a bigger "draw" than the usual monthly scientific dissertation by an outstanding personage.

Another subject which is likely to prove of considerable interest to pharmacists is the renewal of National Health Insurance contracts. We shall return to this question. We note with interest that our esteemed contemporary "The Script" has, in its September issue, suggested three intriguing subjects for winter session discussion. The first is "Cosmetics," the second "Minor Physical Ailments," and the third is "Pharmacology." It has at once to be agreed that the subject of cosmetics is one of especial interest to the trade, as it forms a very important branch of pharmacy as it is to-day. It is difficult, however, to imagine certain members of the Council dealing with so plebeian or commercial a subject as cosmetics, and doubtless the informative address would have to be given by an individual who is "beyond the pale," so to speak, of Bloomsbury Square. The subject, however, which cries aloud for discussion is:

What does the Council of the Pharmaceutical Society propose to do in the interests of the pharmacist who finds his rights, acquired by rigorous training and by examination, assailed by traders whose only attribute is that they keep open shop? During the past few months it has been our endeavour to inform the trade of what the new Pharmacy and Poisons Act means to pharmacy and to report the intentions of rival traders. The tradition that pharmaceutical progress should be achieved by underground methods dies hard. But these are different days. Surely pharmacy has had its fill of diplomacy (so-called), and the time has come when pharmacists, who are no longer free to decide whether or not they become members of the Society, should be told exactly how the Council intends to improve everyday conditions, and so hasten the end of the long winter of discontent.

Zanzibar Clove Oil Decree

WE publish on p. 396 of this issue the main particulars of the Decree passed by the Zanzibar Legislative Council governing the production of clove oil, under licence in that country. The conditions of the Decree will, of course, apply to the licence granted to a British firm, which was the subject of recent comment in these columns (*C. & D.*, September 7, p. 304). The licence in question is to operate for a period of eleven years, with a fee payable by the licensees, at the rate of £150 per annum. There is a provision that, in the event of a breach of any conditions by the licensee, the permit may be liable to cancellation. The newly appointed distillers will require to produce and export a minimum of 500 tons of clove oil during the first six years of their operations; all the oil produced is to be sampled, tested and approved by the Zanzibar Government, who will issue certificates of quality prior to shipment. The spent stems and buds are to be destroyed or used in some manner satisfactory to the Protectorate authorities. While the licensees will be allowed to use some buds in the production of the oil, their consumption of clove stems is required to be not less than seven-eighths of the total raw material consumed annually. The prohibition of exports of the latter is not mentioned in this decree; it was the subject of a similar document some twelve months ago, and its operation has been postponed from time to time, pending the completion of the present development to produce the oil within the island. The ban on exports of the stems, which will not in any way interfere with shipments of buds, will, we are advised, come into operation in January, 1936.

It seems that the Zanzibar authorities have fully protected their own interests. They are assured that practically the whole of the stems available each year will have to be taken up by the distillers in order that they may reach the minimum quantity of oil to be produced, and the growers should be equally assured of a reasonable price for this by-product of the clove industry. It is not so much the disposal at fair prices of the stems that is achieved by this new arrangement, but their consumption within the island which will certainly put a stop to the sale of exhausted stems abroad, particularly, we are informed, in certain East Indian markets; it will also stop the adulteration of cloves by the addition of stems. It seems that the scheme for domestic production of the oil originated from these troubles, and the remedy should prove effective—so far as stems are concerned. The same position arises in buds, but it would be very difficult and somewhat costly for the

Zanzibar authorities to deal with that side of the industry in a similar manner.

On the one hand, the licensees will have to pay a fair price for their stems and buds and, on the other, in order to sell the oil they have contracted to produce annually, they will need to sell at competitive prices. There should be no great difficulty in doing this. They will have the benefit of cheap labour and fuel, and low general overhead expenses; they will not have to pay shipping freights on their raw material, and they will be able to offer oil of a quality certified by the Government. Under ordinary circumstances, this "monopoly" should not mean that the price of clove oil will be increased; actually, there are grounds for suggesting that the favourable conditions should allow for sales at somewhat cheaper prices, for it is no doubt hoped to attract the makers of vanillin away from the use of guaiacol. The merchants who have previously handled the world distribution of clove stems from this source will, of course, lose this business. As to the distillers, in this and other countries, of clove oil, who have been in the habit of consuming stems, they will still have at their disposal supplies of buds. Whether this restricted source of supply of raw material will permit them to meet the competition of the Zanzibar oil remains to be seen, and it is somewhat doubtful if they will be able to do so. The point is that this new source has got to sell annually a minimum of nearly one hundred tons of oil. We are informed that the company licensed by the Zanzibar Government to make clove oil have no intention of extending their activities to the manufacture of vanillin, either directly or indirectly.

Trade with Italy

SHOULD hostilities commence in Abyssinia and the countries represented by the League of Nations put into force the Sanctions of the League Covenant, it will mean that trading between Italy and this country, directly or indirectly, will be illegal. The effect on our trade with other countries of this and similar methods of economic pressure that this and the other "League" nations may bring to bear on Italy is difficult to visualise at the moment, but shipping passing through the Mediterranean and particularly the Suez Canal, may, as a result, suffer considerable dislocation. Our trade with India and the East generally may be subject to unusual risks. Lloyds rate to cover war risks for prompt shipment of goods from Italian ports was up to 30s. per cent. a few days ago; since then it has eased to 20s.—a welcome sign. The rate for similar cover for goods passing through the Suez Canal in British ships is 5s. per cent. at the moment. Fortunately, Italy is an exclusive world supplier of very few products indeed. There is certainly squill, but there are other sources for such products as castor oil and lemon oil. In the event of hostilities it seems likely that the values on this market of Eastern products generally may advance to some extent, principally on account of higher freights, insurance, etc., and shipping delays and difficulties.

TO-DAY'S "HIGH LIGHT."—Customer: How much is cod-liver oil emulsion? Chemist: 2s. and 3s. 6d. Customer: And how much is the emulsion *without* the oil?—D. G. S. (24/9).

SMALLPOX DECLINE.—"For the first time in six years the County of London was on July 12, 1934, free of smallpox, so that the smallpox hospital of the London County Council could be closed after having been open continuously since January 1928."—"City Press."

Zanzibar Clove Oil

Official Decree Controlling Manufacture

THE following are the main points of a copy of "The Manufacture of Oil of Cloves Rules, 1935," dated September 7, 1935, issued by the Zanzibar Government, which we have received by air mail:—

A licence shall be for a period of eleven years from the date thereof. The fee payable for a licence shall be £150 sterling per annum.

The licensee shall—

- (a) erect, maintain and work a distillery or distilleries in Zanzibar for the purpose of distilling oil from clove stems and buds;
- (b) complete the buildings and plant necessary for the aforesaid purpose within eight months of the issue of the licence;
- (c) produce and export not less than 500 tons of clove oil during the first six years of the period of the licence;
- (d) submit all clove oil produced for export for examination by the Government;
- (e) burn or destroy spent clove stems and buds or utilise them to the satisfaction of the Government;
- (f) pay duty on clove stems at the rate of 10 per cent. of the purchase price and upon clove buds at the rate current at the time of purchase; and
- (g) furnish to the Government such returns, accounts and statistics as may be reasonably required, and afford any duly authorised officer of the Government facilities for checking such returns, accounts and statistics including the right of entry upon and inspection of the premises, buildings and works of the licensee.

The weight of clove buds purchased by the licensee in any one year reckoned from the first day of January shall not exceed one-eighth of the clove stems purchased during the same period.

The licensee shall not—

- (a) export any clove oil unless the same is covered by a certificate of quality issued by an authorised officer of the Government;
- (b) assign the licence or the benefits arising therefrom or sell, assign, or lease the undertaking or the property or assets connected therewith without the previous sanction in writing of the British Resident.

Where the licensee is a company the following additional conditions and obligations shall be observed—

- (a) If in any one year the net profits of the company exceed a sum equal to 10 per cent. of the paid-up capital, the company shall pay to the Government a sum equal to 20 per cent. of such excess less tax. In calculating the said profits the company shall have the right to allow 10 per cent. depreciation of plant annually.
- (b) No alteration in the memorandum of Association and no increase in the capital of the company shall be made without the previous consent in writing of the British Resident.
- (c) There shall at all times be resident in Zanzibar a recognised agent of the company.

There may be contained in any licence issued under the Decree—

- (a) A provision for the submission to arbitration of any question arising as to the construction, meaning or effect of the licence;
- (b) A provision for the determination of the licence by the British Resident upon breach of any condition thereof by the licensee.

The conditions and obligations prescribed in these rules shall be applied or performed in such manner as may be mutually agreed upon by the licensee and the Government.

A NEW PROFESSION FOR WOMEN.—"Another new branch of work for women is the study and eventual practising of dietetics. . . . The full course for women takes twelve months, and costs fifty guineas. . . . The subjects covered include dietetics, biology, anatomy, chemistry, bacteriology, and practical instruction in the ordering and purchasing of food."—"Daily Express."

Pharmaceutical Society of Northern Ireland

Council Meeting

THE monthly meeting of the Council was held on September 20 at 73 University Street, Belfast, the president (Mr. Fred Storey) in the chair. There were also present Messrs. W. S. Taylor (vice-president), J. E. Connor, A. C. McBride, Samuel Gibson, J. F. Grimes, S. S. Badger, R. I. Edwards, W. C. Tate, J. T. Nicholl, H. F. Moore, Charles Abernethy, S. H. Forrest, W. Martin, Professor James Small, Professor E. B. C. Mayrs and Dr. S. E. A. Acheson. This was the last meeting of the Council prior to the annual election. Mr. D. L. Kirkpatrick (secretary) was in attendance. Mr. David Warwick (Dublin), president of the Pharmaceutical Society of Ireland, occupied a seat on the president's right.

WELCOME TO MR. WARWICK

At the opening of the meeting THE PRESIDENT said he would like to extend to Mr. Warwick, president of the Pharmaceutical Society of Ireland, a very hearty welcome to the council of the Pharmaceutical Society of Northern Ireland. (Applause.) They were delighted to have him with them, and took it as a great compliment that the president of the Pharmaceutical Society of Ireland, their parent he might call it, should pay them an official visit. He remembered with pleasure and gratitude his visit to the British Pharmaceutical Conference in Belfast, along with Mr. Costello (vice-president) and many other members of his Council and Society. He would like to take that opportunity to express his great appreciation for the very cordial welcome he had received when he visited the Council in Dublin in July last, the scene of his early labours. He hoped these courtesy visits between the two Societies, now happily established, would continue. There was no reason why the two Societies should not work in harmony. They were all members of the great craft of pharmacy, taking their part in a great public service, closely allied with the medical profession. He had very happy memories of the membership of the Dublin Council and the many lasting friendships formed there. (Applause.)

MR. CONNOR associated himself with the president's remarks. They were glad to have Mr. Warwick with them that day, and he was also pleased to see the great turnout of the members of the Pharmaceutical Society at the Conference in June. Although legal enactments separated them there was still a bond of friendship between them.

MR. S. GIBSON, as an old member of the Council of the Pharmaceutical Society of Ireland, said he had pleasant recollections of the Council meetings in Dublin. They did not always see eye to eye, but they never fell out.

MR. MOORE said he and Mr. Warwick had served their apprenticeship with the late Mr. James Tate, and he was delighted to see him that day.

MR. W. C. TATE said he had known Mr. Warwick from his earliest days. The Society in Dublin had reason to be proud of him and they were honoured by his presence.

MR. WARWICK, in reply, recalled Mr. Storey's visit to the Council in Dublin earlier in the year. It was a compliment to them, and he hoped that these courtesy visits would continue in future years, and preserve the good feeling and kindness that should exist between all the members and all chemists in Ireland. The spirit of friendliness between chemists was entirely different from what it was twenty-five years ago. His visit that day was an outstanding event in his presidency. He would like to congratulate the Society on the progress made in its ten years' history. That was not to be wondered at, for like everything else undertaken in that part of the country hard work was put into it, and every member did his best. There were no doubt difficulties to be met and criticisms to be faced, but he believed in criticism so long as it was above board. Without it they were inclined to become more or less dead. He was very pleased to be there and wish the Society every good in the future and good luck. "May your Society," said Mr. Warwick in closing, "continue to prosper in the future." (Applause.)

EXAMINATION REPORTS

Arising out of the minutes, MR. ABERNETHY said the reports of the examiners presented at last meeting made very dismal

reading, and made one wonder what pharmacy would come to. The standard was very low, and he wondered if the Society would take any steps on the lines suggested by the examiner in botany.

THE PRESIDENT said copies of the reports were sent to the teachers. A Committee had been appointed to deal with matters in connection with the classes.

MR. ABERNETHY said either the standard of students was poor, or the preparation of the recognised schools was not all it should be, or the examiners were using extravagant language in the reports. Professor Small in his reports had said: "The Society should definitely insist upon the teachers of this subject being 'approved by the Society' before it recognises the hours of work spent on the subject by candidates." Had anything been done on those lines?

MR. CONNOR said he had a complaint from Portadown, where it was said that there was no use sending students from the country schools to Belfast, for they were always ploughed. There must be some reason why teachers in the country districts had either not the proper syllabus or the proper way of teaching.

THE PRESIDENT said the teachers were approved by the Ministry.

MR. BADGER said if the Ministry approved, the Council could not interfere. He did not agree with Mr. Connor as to country boys being plucked. He had had boys who got through in everything and others who did not. There were always grumbles to be heard from those who did not get through. It was difficult enough to get teachers in the country without putting obstacles in their way.

MR. CONNOR said he had it direct. They should get into touch with the teachers.

PROFESSOR SMALL said that was his point. The Society seemed to have lost touch with the teachers, who had changed in many cases. He instanced a case where a boy had six different teachers on six different nights.

THE PRESIDENT said he had had a complaint from a parent about change of teachers, and was told on inquiry it was due to illness.

MR. ABERNETHY moved that the matter be remitted to the Education Committee, and this was agreed to.

MR. MCBRIDE raised a question as to the examination in business methods, and was informed that thirty-nine candidates got through and five failed.

The report of the examiners in pharmacy (Dr. V. G. L. Fielden and Mr. Theo. Harper), which was not received in time for the last meeting, was as follows:—

We beg to report that the answering to the questions set in both sections of the written papers, and the actual practical work, reached a very fair standard.

The extreme carefulness needed in the reading and deciphering of prescriptions, which is of such vital importance in the daily practice of dispensing, we regret to state was wanting in the case of several otherwise satisfactory candidates; this unfortunately led to disastrous results in each case.

CORRESPONDENCE

The Ministry of Home Affairs wrote notifying a case in which a person who was registered as an apprentice to a pharmaceutical chemist on October 13, 1932, did not in fact serve any apprenticeship in a pharmaceutical chemist's shop until May 7, 1935. The apprenticeship would have to be reckoned from that date.

THE SECRETARY explained that the employer had a pharmacy and a drug establishment, and unfortunately he put the boy in the latter, so the time did not count.

The Commissioner of Valuation wrote that he had reduced the valuation of the Society's offices from £104 to £88.

Mrs. Walsh wrote acknowledging the Council's resolution of sympathy on the death of her husband, Mr. F. G. Walsh.

EDUCATION COMMITTEE

MR. FORREST moved, and MR. ABERNETHY seconded, the adoption of the minutes of the Education Committee, which contained the following:—

It was recommended that zoology and physiology be added to the subjects already enumerated in Part IV of the Second Schedule of the Pharmacy and Poisons Act (N.I.), 1925. That zoology be taken as a Part II subject instead of a Part I subject. That the word "Agaricus" under heading Part I, Botany, be deleted and the word "Psalliota" added. That under heading Pharmaceutics the words "The history of pharmacy from A.D. 1600" be deleted. That under heading Forensic Pharmacy the words relating to the Medicine Stamp Act be deleted, and the Ether Regulations and Restrictions added. That Business Methods be retained as a Part I subject.

It was agreed that the new syllabus of the Pharmaceutical Society of Great Britain as amended be brought into force in 1940. It was agreed that the winter examinations be held in the Municipal College of Technology, Belfast, during the week beginning December 2, and that all entries for same must be received on or before Friday, November 8.

It was resolved that the Certificate of Apprentice to a Pharmaceutical Chemist be granted to the following students, who submitted certificates from the undermentioned bodies:—

James Francis O'Connor, Castle Street, Antrim (Junior Certificate Examination, Ministry of Education, N.I.).

Miss Sarah Ann Irwin, 2 Marine Villas, Whitehead (Senior Certificate Examination, Ministry of Education, N.I.).

Victor Rankin, Cloughogle, Bready, Strabane; Samuel McMurray, 6 Cumberland Street, Belfast (Pharmaceutical Preliminary Examination, Q.U.B.).

Robert Nathaniel Kirkwood Beggs, Grange Road, Ballymena (Matriculation Examination of the University of London).

Andrew Edwin McKay, Northleigh, Oriel Road, Antrim, who was also granted exemption from the Preliminary Scientific examination in botany, chemistry and physics (Matriculation Examination of the Queen's University of Belfast).

THE PRESIDENT said the Committee had decided to follow the lines of the British syllabus, especially in view of the fact that the new B.P. had deleted quite a number of vegetable products and introduced a number of glandular animal substances, serums, etc. As it was not to come into force till

1940 it would not affect candidates at present. The syllabus for botany and pharmacognosy would be considerably reduced as a set off.

MR. BADGER said if they were trying to get recognition from the medical authorities they were only barking up a tree.

In reply to Mr. Badger, THE PRESIDENT said it would not make any difference to reciprocity with England if they did not accept this proposal.

MR. BADGER said he would vote for it if it could be shown where the candidate would benefit from zoology or physiology. At the present time they had sufficient without adding more. These new subjects would be no advantage to the candidate. These subjects could not be taught in the country.

MR. McBRIDE said apprentices were at present away from business three days a week.

PROFESSOR SMALL said personally he was rather against the addition of zoology and physiology to the syllabus. The necessary knowledge could be got by adding these items to the syllabus in pharmacognosy and pharmacy. At the same time, if they wanted to be regarded as an educated body of men they should have something more than the minimum laid down in the B.P. What they were doing was to leave Part I practically as it was and adding zoology and physiology to Part II. It was only a question whether they put those items by themselves or in part of pharmacognosy and pharmacy.

MR. BADGER: Could pharmacognosy and pharmacy be broadened slightly to include certain items in the B.P.?

THE PRESIDENT: Do you not think a candidate should know something about these serums, vaccines and glandular substances?

MR. McBRIDE said twenty-nine doctors served their time with him. To add these subjects was a great mistake.



Photo]

[W. & G. Baird

THE COUNCIL OF THE PHARMACEUTICAL SOCIETY OF NORTHERN IRELAND, SEPTEMBER 20, 1935

Left to right: W. MARTIN, A. C. McBRIDE, W. C. TATE (behind), S. GIBSON, DAVID WARWICK (president Pharmaceutical Society of Ireland), FRED STOREY (president Pharmaceutical Society of Northern Ireland), W. S. TAYLOR (vice-president), S. H. FORREST, S. S. BADGER, H. F. MOORE DR. S. E. A. ACHESON. Second Row: J. T. NICHOLL, J. E. CONNOR. Third Row: Professor JAMES SMALL, R. I. EDWARDS. Back Row: C. ABERNETHY, J. F. GRIMES, D. L. KIRKPATRICK (secretary), Professor E. B. C. MAYRS.

PROFESSOR SMALL said there was all the difference between the physiology taught to pharmaceutical students and that taught to medical students.

PROFESSOR MAYRS said it was immaterial whether these subjects were put in separately or as part of pharmacognosy and pharmacy, but some knowledge of physiology was essential.

MR. CONNOR said these subjects were more for the medical profession than the chemist. A more useful subject would be therapeutics, but it was turned down because it encroached on the medical profession. Those subjects now proposed also encroached on the medical profession. They would soon have no pharmaceutical students at all.

MR. NICHOLL did not think there was anything to be frightened of in the subjects.

MR. BADGER said they were apeing to be something they were not. They should agree to Professor Mayrs's suggestion regarding physiology.

DR. ACHESON said that physiology was absolutely essential. If pharmacists were to be educated to know the action of drugs some physiology was required.

MR. FORREST asked what they would gain by having it. If it was only elementary physiology, a little knowledge was a dangerous thing.

THE VICE-PRESIDENT said he thought they were over-reaching themselves. Zoology would help the 1 per cent. of pharmacists who went in for medicine, but why penalise the 99 per cent? He thought they were very well as they were.

MR. NICHOLL said he felt the other way. They had got to move with the times. People seemed to be frightened of too big names.

MR. BADGER moved an amendment, and MR. MCBRIDE seconded, that zoology be omitted and that an elementary course of physiology be added to pharmacognosy.

PROFESSOR MAYRS said if they would get a man to teach elementary physiology and pharmacognosy it might be done.

DR. ACHESON suggested sending the matter back to the Committee to bring forward a syllabus, dropping zoology.

MR. BADGER withdrew his amendment in favour of this, which was then moved by DR. ACHESON as a further amendment.

MR. CONNOR seconded the amendment, which was agreed to, and the minutes as amended were adopted.

OTHER BUSINESS

The House Committee was authorised to go into the applications for the position of caretaker of the premises and submit a recommendation.

MR. GIBSON submitted the financial statement showing an income for the year of £1,949 odd and expenditure of £1,145 odd, leaving a surplus of £803 odd. The capital account showed assets of £10,077, including £5,419 invested.

THE PRESIDENT said the report would be presented at the annual meeting. The report was very satisfactory.

The annual meeting was fixed for Monday afternoon, October 7, in the Society's rooms, at 3.30.

The question of investing a further £700 was referred to the Finance Committee.

MR. ABERNETHY said that £1 should be sent to each member or associate as a bonus to commemorate the Conference.

THE PRESIDENT said the matter had been thrashed out before. It would be best to have it gone into fully at the Finance Committee.

MR. EDWARDS gave notice of motion that the secretary be in future a full-time official and that his salary be increased by an amount to be determined.

A discussion ensued, and eventually it was agreed, on the motion of MR. GIBSON, to leave both matters in the hands of the Finance Committee to consider the position and report to the next meeting.

Resignation of the President and of Mr. Maxwell

At the close of the Council meeting THE PRESIDENT, speaking with emotion, announced that after much thought and consideration he had decided not to offer himself for election at the forthcoming Council election. He would like to sing his swan song and say good-bye to his colleagues and friends on the Council. He had felt the strain and would like to take a rest. Needless to say, it was a great wrench leaving

the Council and his colleagues with whom he had been so closely associated and taken such deep interest in the work of the Council and Society. He could assure them he was not taking this step without having considered it thoroughly. He would look back with very happy memories to the time spent on the Council. It might be that in the future, if he was wanted, he might come back. He had placed the interest of the work of the Council of the Pharmaceutical Society first, even before his business or home. Having taken such an interest he could not possibly be a non-working member of the Council. He had always thrown his whole weight and energy into the work, and he felt he had given a great deal of his time to the Society's work. He was a member of the Council in Dublin for six years, and he had now been a member of the Council in Belfast since its inception ten years ago; during that time he had only missed one Council meeting, and that after a breakdown in health. During all these years he was a member of every committee, and he only missed one committee during all that time. He thought he deserved a rest.

MR. TAYLOR expressed deep regret, and hoped they would not accept the resignation. He moved that they do not accept it.

MR. CONNOR, in seconding, said Mr. Storey had done more than one man's work for the Society. It would be a terrific blow if he resigned. He hoped he would reconsider his decision and after a rest continue to sit on the Council.

MR. STOREY said he had made up his mind definitely and he would not go up again.

MR. BADGER said there was no one they would like to see more than Mr. Storey at the Council. Perhaps he could attend in future without taking such an active part in the work.

PROFESSOR SMALL said he thought Mr. Storey had earned a rest, having been president of the Conference Executive and of the Society. The real rest would be if he took a busman's holiday and came back and sat under another president and took things easier.

MR. TAYLOR appealed to Mr. Storey to reconsider his decision. Mr. Storey said he could not. He was grateful for all their kindness to him in the past. He hoped to be at the annual meeting.

A letter was read from Mr. John Maxwell (Londonderry) intimating that owing to the state of his health he could not offer himself for re-election to the Council.

MR. STOREY expressed deep regret at Mr. Maxwell's dropping out. His health had not been good for some time, and it was a great disappointment to him that he had not been able to attend during his year of office. They had visited him in Londonderry and presented him with a past-president's badge. He suggested that a record of Mr. Maxwell's services be placed on the minutes. This was agreed to unanimously.

Detergency of Soap

In an outspoken article upon the detergent industry ("Industrial and Engineering Chemistry," 27, 7, 756), Martin H. Ittner (Colgate-Palmolive-Peet Co.) discloses the utility of alkali detergives as "builders" in household soaps. The builders in common use are sodium carbonate or sodium silicate and, to a lesser degree, sodium phosphate. Extensive detergency tests prove conclusively that, for a given unit of cost, soaps containing a moderate addition of alkali builders give more actual washing value than pure soaps. Since soaps are priced proportionately to manufacturing cost, those containing added alkali are correspondingly cheaper. It is significant that the average consumers proved by their reaction the higher detergency value of such soaps before the makers were sure of it themselves. Household soaps containing sodium carbonate and/or sodium silicate in moderate amount enjoy the widest sales and repeat orders. High-pressure sales propaganda may place a pure household soap or a highly filled cheaper product, but neither commands natural repeat orders. The better toilet soaps consist of pure soap for the reason that this is best for the toilet soap business as regards repeat orders. It is well known that pure soap is a most efficient cleansing agent by itself, and it is noteworthy that the so-called alkaline soap builders have very limited use as detergents except in conjunction with soap.

Propaganda from Films

1. Boots' Colour Cartoon

A Coloured Cartoon Film shortly to be released by Boots, Ltd., was exhibited to the press at the Grosvenor House Hotel, Park Lane, London, W.1, on September 24. A representative of the Ministry of Health was present.

The film "See How they Won" deals with the struggle and final triumph of the forces of Good Health over the Bad Health Brigade. The central figure is Mr. John Careless, a character analogous to the "Little Man" of a famous cartoonist. Mr.



Mr. John Careless scorns overcoat and umbrella

Careless, setting out to business in the morning, refuses the overcoat and umbrella proffered by his wife and subsequently falls a prey to the germ army sent out by the sinister general commanding the Bad Health Brigade, with, of course, a happy outcome. One hundred and seventy people under the direction of Mr. Ub Iwerks, former collaborator of Mr. Walt Disney, worked seven weeks to produce the 70,000 odd sketches which compose the film. It is stated that bookings have already been effected at 200 cinemas throughout the country, some of which have never before shown "advertising" films. Arrangements have also been made to distribute approximately half a million miniature gramophone records carrying the theme song of the film.

2. Mickey Mouse's Birthday

The seventh birthday of Mickey Mouse will be celebrated with press publicity on October 1

The interest of chemists in the birthday of Mickey Mouse arises from the association of this film figure with toothbrushes, toilet soap and hot-water bottles. It is generally admitted that to the proprietors of the rights in Mickey Mouse, concessions to manufacturing houses are a greater source of profit than the films themselves. It has even been stated that the cost of production of the cartoon films is so enormous as to be unremunerative in itself, and to demand the utmost exploitation of the advertising value of this strangely popular "rodent." The birthday will be observed all over the world, not only by means of newspaper stories but also with window displays. So far as retail pharmacy is concerned, exclusive rights are held by S. Maw, Son & Sons, Ltd.,



for Mickey Mouse and Three Little Pigs toothbrush holders, and Mickey Mouse hot-water bottles; by Addis for Mickey Mouse and Three Little Pigs toothbrushes; and by F. S. Cleaver & Sons, Ltd., for Mickey Mouse toilet soaps.

Natural and Artificial Vitamin D

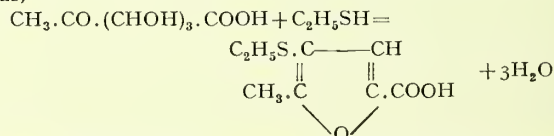
COMPARISONS between the vitamin D from cod-liver oil and the vitamin D₂ obtained by irradiation of ergosterol are reported upon by O. Rygh ("Nature," 3436, 397) with the following results:—

	D ₂ of irradiated ergosterol	D-concentrate of cod-liver oil	D-concentrate of tunny-liver oil
Ultra-violet spectrum ...	Max. 265 mμ	No max. 260-270 mμ	No max. 260-270 mμ
[α] _D in alcoholic solution...	± 103°	± 0°	± 0°
Per cent. esterification with phthalic anhydride and pyridine after 10 days...	about 30	100	100
Effect of maleic anhydride	None	None	None
Monohydric alcohol ...	+	+	+

The ultra-violet spectrum, rotation with polarised light, and reaction with phthalic anhydride distinguish natural vitamin D from either of the liver oils and from calciferol or vitamin D₂ of irradiated ergosterol. The data thus confirm that the two forms of vitamin D are not identical. Biological tests have shown that one rat unit of natural vitamin D is about 100 times as antirachitic as one rat unit of irradiated ergosterol when administered to children or chicks. Tunny-liver oil possesses for chicks only 15 per cent. of the antirachitic effect per rat unit of cod-liver oil, but the chemical and physical properties do not suffice to determine whether the two natural vitamins differ or are identical. The cod-liver oil tested contained 150 International vitamin D units per gram, and 200 kilos. yielded 8 gm. of concentrate with 3×10^5 units per gm. (about 20,000 times concentration).

Mercaptan-Ketose Condensation

ACIDS produced by oxidation of certain sugars (ketoses), such as 5-keto-rhamnonic acid, condense with mercaptans to form cyclic compounds, the sulphur remaining in a side-chain. Thus,



Condensation is best brought about by mixing the lactone of the keto-rhamnonic acid and the mercaptan with concentrated hydrochloric acid. An oily substance separates out and solidifies on cooling in a freezing mixture (ice and salt). The solidified oil recrystallises readily from hot water. The product (m.p. 71-2°C.) does not reduce alkaline copper solutions but is an acid, titratable with alkalis and forming a barium salt containing one molecule of water of crystallisation. The condensation acid is unacted upon by boiling dilute hydrochloric acid. Even concentrated hydrochloric acid has no appreciable action upon it. Condensation is equally easily effected with methyl-, *n*-propyl- and *n*-butyl-mercaptans, and the reaction appears to be very general since 5-keto-gluconic and 5-keto-fuconic acids also condense with mercaptans in the same way. [E. Votocek and F. Valentin ("Col. Czech. Chem. Commun.," 1935, 7, 44-48).]

SCOTTISH HONEY.—"At a modest computation, the Scottish honey yield this year is not less than 1,500,000 lb.—fully 650 tons—and the return to the beekeepers is certainly not less than £60,000. There are, according to Dr. John Anderson, lecturer in Bee-keeping in the North of Scotland College of Agriculture, about 30,000 stocks of bees in Scotland, and more than half of these are situated in the eleven northern counties."—"Glasgow Bulletin."

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, September 26

BUSINESS in most markets has been on quite a good scale, the only exception being that of PHARMACEUTICAL CHEMICALS, but even here there has been a little better demand, particularly in some of the seasonal products. The general tone is quite steady, and further appreciations are noted, chiefly in natural products; the comparative smallness of the spot stocks of which is a strong and rather general feature. Difficulties are already arising on the subject of insurance in negotiating shipment business, particularly from Italy, and this aspect of our international trade may extend to most Eastern sources. The uncertainty of the international political situation seems to have influenced home consumers to come on the market rather than to hold off and wait developments.

Crude Drugs

A good general business is reported, with the demand for home consumption and for export. In most products the tone is fully steady to firm, with spot supplies at a dangerously low level. AGAR continues to sell well on spot and some sorts are now scarce; shipment prices have again advanced. Sales on spot have further depleted the limited stocks of ALOES; most shippers of Curaçao seem to be unwilling to quote for anything they may have on hand. Japanese shippers' prices for CAMPHOR have been advanced; sales on spot, particularly of tablets, have been good, and prices are firmer. DESICCATED COCONUT shows a recovery in values. Except for a few bags of Russian, there is no ERGOT on spot; limited offerings of Portuguese for shipment at a slight decline in value. MATTO GROSSO IPECACUANHA is a strong market; good sales on spot, leaving stocks at a low level, with dearer forward quotations. MENTHOL continues in good request on spot and values have again moved up; Japanese shippers are quoting sharply dearer and adopt a strong attitude. MERCURY continues in heavy demand for most destinations. We are informed that, in the event of a break in supplies from Italy, the metal will be available from Spain in adequate quantities. PEPPERS are quoted at better figures. New crop CARNAUBA WAX prices are available. Rubber advanced on Thursday morning, due to destruction by fire of considerable stocks at London store.

Essential Oils

In the aggregate the volume of business has been fairly satisfactory. ANISE (STAR) remains rather neglected. BERGAMOT is somewhat easier forward from some shippers, but there is not much doing. A recent small arrival of CASSIA is available. Ceylon CINNAMON LEAF is again dearer for shipment. Java CITRONELLA is quoted at a better figure for shipment, but there is practically no interest in this product. Reports from the source continue to indicate a stronger shipment market for Australian EUCALYPTUS in the near future. Sicilian hand-pressed LEMON is not so firm forward, with a few shipment offers cutting the market. PALMAROSA tends slightly easier. A further week of good business for spot and near Japanese PEPPERMINT, with offerings for these positions becoming limited; values have advanced again, with the shipment market strong. SPEARMINT is quoted rather cheaper. In the INDUSTRIAL CHEMICALS market quite a good business is reported. RED and WHITE LEAD have advanced £1 per ton this week.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	September 26	Value of the £
Amsterdam ...	Fl. to £	12·107	7·29 $\frac{3}{4}$	12/0 $\frac{3}{4}$
Berlin ...	Mks. to £	20·43	12·23 $\frac{3}{4}$	12/0
Brussels ...	Belgas to £	nominal	29·14	16/8
Copenhagen ...	Kr. to £	18·259	22·40	24/8
Lisbon ...	Esc. to £	110	109 $\frac{3}{4}$	19/11 $\frac{3}{4}$
Madrid ...	Ptas. to £	25·22 $\frac{1}{2}$	36 $\frac{1}{2}$	28/6
Milan ...	Lire to £	92·46	60 $\frac{1}{2}$	13/0 $\frac{1}{2}$
Montreal ...	Dol. to £	4·86 $\frac{3}{4}$	4·97 $\frac{3}{4}$	20/5
New York ...	Dol. to £	nominal	4·92 $\frac{3}{4}$	20/3
Oslo ...	Kr. to £	18·159	19·90 $\frac{1}{2}$	21/11
Paris ...	Fr. to £	124·21	74 $\frac{3}{4}$	12/0
Prague ...	Kr. to £	164·25	119	12/1
Stockholm ...	Kr. to £	18·159	19·39 $\frac{1}{2}$	21/4
Warsaw ...	Zloty to £	43·38	26 $\frac{1}{2}$	12/0 $\frac{1}{2}$
Zurich ...	Fr. to £	25·2115	15·18	12/0 $\frac{1}{2}$

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

SEASONAL products have met with an increasing inquiry and business generally has been fairly good. Prices are keeping steady, with a number of the leading home produced articles much steadier.

ACETANILIDE.—Market steady; business quiet: B.P. crystals and powder, 1s. 5 $\frac{1}{2}$ d. to 1s. 8d. per lb., as to quantity.

AMIDOPYRIN.—Dealers' quotations maintained; some cheaper sellers on spot: crystals, five cwt., 18s. 0 $\frac{1}{2}$ d.; two cwt., 18s. 5 $\frac{1}{2}$ d.; less than two cwt., 18s. 10 $\frac{1}{2}$ d. per lb.; with powder 2 $\frac{1}{2}$ d. per lb. extra.

AMMONIUM BENZOATE.—Some small business, with spot values from 3s. 4d. to 3s. 6d. per lb., as to quantity.

ASPIRIN (TABLETS).—The following are agreed wholesale prices of the British makers: Under 5,000, 3s. per 1,000; 5,000, 2s. 11d.; 10,000, 2s. 10d.; 25,000, 2s. 9d.; 50,000, 2s. 8d.; 75,000, 2s. 7d.; 100,000, 2s. 6d.; 250,000, 2s. 5d.; 500,000, 2s. 4d.; 1,000,000, 2s. 3d.; 2,000,000 and over, 2s. 2d. per thousand tablets. A rebate of 1d. per 1,000 is allowed on orders for 10 million tablets taken over a period of 12 months. For small quantities higher prices would be asked by wholesale distributors.

AMMONIUM ICHTHIOSULPHONATE.—Fair business on a keen market: one cwt., 1s. 6 $\frac{1}{2}$ d., in 14-lb. tins; 1s. 8d., in 1-lb. tins; 1s. 10 $\frac{1}{2}$ d., in 8-oz. tins; and 2s. 1d. per lb., in 4-oz. tins.

BARBITONE.—Rather more inquiry, with dealers' prices about steady: spot, one cwt., 15s. 3 $\frac{1}{2}$ d.; 56 lb., 15s. 8d.; smaller parcels, up to 16s. per lb.

BENZOIC ACID (B.P.).—Steady business, with makers' prices unchanged: quantities, ex works, 1s. 9 $\frac{1}{2}$ d.; spot parcels, 1s. 10d. to 2s. 3d. per lb., ex store, as to quantity.

BROMIDES.—Inquiry continues fairly satisfactory; market steady: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; small quantities, 2s. 5d. per lb.; potassium, B.P., crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium, B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb., net, without engagement. Special prices for larger quantities.

BUTYL CHLORAL HYDRATE.—Rather quiet; quoted unchanged: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CAFFEINE.—Continental makers' agreed prices: pure alkaloid, two cwt., 78. 10d.; one cwt., 8s.; 56 lb., 8s. 2d.; smaller quantities, 8s. 4d. per lb., delivered, 5-lb. tins free, smaller packing extra. Citrate, two cwt., 5s. 5 $\frac{1}{2}$ d.; one cwt., 5s. 6 $\frac{1}{2}$ d.; 56 lb., 5s. 7 $\frac{1}{2}$ d.; smaller quantities, 5s. 8 $\frac{1}{2}$ d. per lb., delivered. British material: pure, 56 lb., 8s. 4d.; less, 8s. 6d. per lb. Citrate, 56 lb., 5s. 9d.; less, 6s. per lb.

CALCIUM LACTATE.—Moderate business, mostly in small quantities: spot, one cwt., 1s. 0 $\frac{1}{2}$ d.; 56 lb., 1s. 1 $\frac{1}{2}$ d.; 28 lb., 1s. 2 $\frac{1}{2}$ d.; smaller quantities, up to 1s. 6d. per lb.

CITRIC ACID (B.P. CRYSTALS).—Fair business; market keen: British material quoted at 11 $\frac{1}{2}$ d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

COCAINE.—Makers' prices for these salts for wholesale bulk quantities and distributors' prices for smaller quantities continue at the figures given last week.

CREAM OF TARTAR.—Fair inquiry; market steady: British material, 99 to 100 per cent., 79s. per cwt., less 2 $\frac{1}{2}$ per cent. discount. Dealers' prices for foreign material competitive.

IODIDES.—This market is keeping very steady at makers' former scales. POTASSIUM IODIDE, B.P., one cwt., 5s.; 28 lb., 5s. 2d.; 14 lb., 5s. 4d.; 7 lb., 5s. 8d.; 4 lb., 6s. 2d.; smaller quantities, 6s. 8d. per lb., carriage paid.

LACTIC ACID (B.P.).—Business remains on a modest scale: quantities, in carboys, 1s. 4 $\frac{1}{2}$ d. to 1s. 5d.; in winchesters and bottles, 1s. 6d. to 1s. 9d. per lb., as to quantity.

MERCURIALS.—This market is firm; metal prices advanced last week. CHLORIDE, B.P., one cwt., 4s. 9d.; smaller quantities, from 4s. 10d. per lb.

METHYL SALICYLATE.—Better inquiry continues; market quoted unchanged: spot, ten cwt., 1s. 5d.; five cwt., 1s. 5 $\frac{1}{2}$ d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers doing small business; quotations are about steady: two cwt., 19s. 9 $\frac{1}{2}$ d.; one cwt., 19s. 9 $\frac{1}{2}$ d.; 56 lb., 20s. 2 $\frac{1}{2}$ d.; small parcels, 20s. 8d. per lb.

PARALDEHYDE.—More business; market steady: 1 w-quart, 1s. 9d.; 6 w-quarts, 1s. 7 $\frac{1}{2}$ d.; 12 w-quarts, 1s. 5 $\frac{1}{2}$ d.; 36 w-quarts, 1s. 4 $\frac{1}{2}$ d. per

lb., carriage paid on minimum 6 w-quarts; one demijohn, 1s. 2d. per lb., carriage paid.

PHENACETIN.—Business is patchy and of small consequence; cheap prices continue: crystals or powder, bulk quantities, 2s. 7d. to 2s. 9d.; smaller parcels, 2s. 9½d. to 3s. per lb.

PHENAZONE.—Market is steadier, with rather more inquiry: crystals, five cwt., 8s. 9½d.; two cwt., 9s. 0½d.; and less, about 9s. 3d. per lb.; with powder, 2½d. per lb. extra.

PHOTOGRAPHIC CHEMICALS.—**AMIDOL.**—28 lb., 7s. 6d.; 14 lb., 8s. 3d.; 7 lb., 9s.; under 7 lb., 11s. 9d. per lb., in 1-lb. bottles. **CHLOROQUINOL.**—1-lb. bottles, 21s. per lb. **GLYCIN.**—7 lb., 10s. 6d.; 1-lb. bottles, 13s. 6d. per lb. **HYDROQUINONE.**—56 lb., 4s. 10½d.; 28 lb., 5s.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; 1-lb. bottles, 6s. 6d. per lb. **METOL.**—28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 9d.; 3 lb., 11s. 6d.; 1-lb. bottles, 12s. 6d. per lb. **ALUM (PHOTOGRAPHIC QUALITY).**—1 cwt., 21s. per cwt.; 28 lb. for 6s. **GOLD CHLORIDE.**—15-grain tubes, 51s. 6d. per doz. **MAGNESIUM POWDER.**—10s. per lb. **PARAMIDOPHENOL HYDROCHLOR.**—8s. 6d. per lb. **POTASSIUM FERRICYANIDE.**—14 lb., 2s. 3d.; 7 lb., 2s. 6d.; 1 lb., 2s. 9d. per lb. **POTASSIUM METABISULPHITE.**—1 cwt., 7½d.; 28 lb., 8d.; 14 lb., 9d.; 7 lb., 11d.; 1 lb., 1s. per lb. **PYROGALLIC ACID.**—28 lb., 6s. 9d.; 14 lb., 7s. 6d.; 7 lb., 8s. 3d.; under 7 lb., 8s. 9d. per lb. **SODIUM CARBONATE (RECRYST.).**—5 cwt., 12s. 6d. per cwt.; 1 cwt., 15s. 6d. per cwt.; 56 lb. for 11s. 6d.; 28 lb. for 6s. **SODIUM HYPOSULPHITE, CUBE, CRYST.**—5 cwt., 16s. 3d.; 1 cwt., 18s. 6d. per cwt.; 56 lb. for 11s. 6d.; 28 lb. for 6s. **SODIUM SULPHIDE (PURE).**—7 lb., 1s. 3d.; 1 lb., 1s. 6d. per lb.

QUININE SALTS.—Convention scales of prices continue steady; business about normal: sulphate, 2s. 1d.; bisulphate, 2s. 1d.; ethyl carbonate, 2s. 8½d.; salicylate, 2s. 9½d.; hydrochlor., 2s. 7½d.; bi-hydrochloride, 2s. 10½d.; hydrobromide, 2s. 7½d.; bihydrobromide, 2s. 10½d.; valerianate, 3s. 7d.; hypophosphite, 3s. 10½d.; alkaloid, 2s. 11d. per oz., carriage paid on bulk quantities; 100-oz. tins free; smaller packing extra.

SACCHARIN.—The Convention price for 550 is 37s. 6d. per lb., duty paid, with rebates for quantities.

SALICYLIC ACID (B.P.).—Makers' prices for this market are steady: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 8d.; 14 lb., 1s. 9d.; 7 lb., 1s. 11d.; 4 lb., 2s. per lb.

SALOL.—Business remains dull; market fairly steady: spot, crystals, two cwt., 3s. 6d.; one cwt., 3s. 6½d.; 56 lb., 3s. 7½d.; smaller parcels, up to 4s. per lb.; powder has been increased to 2½d. per lb. extra.

SANTONIN.—Fair business is reported and it seems that outside parcels are now limited: not less than 50 kilos., £35 12s. 6d.; not less than 25 kilos., £36 1s.; not less than 10 kilos., £36 9s.; not less than 3 kilos., £36 17s.; not less than 1 kilo., £38 13s. 6d.; less than 1 kilo., £39 13s. 6d. Special prices are in operation for export to all markets.

SODIUM BENZOATE (B.P.).—Very fair business on a competitive market: one cwt., 1s. 7d.; smaller parcels, 1s. 8d. to 1s. 10d. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE.—A little more inquiry; quoted unchanged: spot, one cwt., 15s. 9d.; 28 lb., 16s.; 14 lb., 16s. 3d.; 7 lb., 16s. 6d.; smaller parcels, up to 17s. per lb.

SODIUM SALICYLATE (B.P.).—Rather more inquiry; makers' prices unchanged: home trade, crystals or powder, five cwt., 1s. 8½d.; one cwt., 1s. 9d.; 28 lb., 2s.; 14 lb., 2s. 2d.; 7 lb., 2s. 3d.; 1 lb., 2s. 6d. per lb.

STRYCHNINE SALTS.—Makers' prices are steady:—

	Under 16 ozs.	16 ozs.	35 ozs.
	Per oz. s. d.	Per oz. s. d.	Per oz. s. d.
Alkaloid cryst.	2 8½	2 7	2 6½
Alkaloid powder	2 7½	2 6	2 5½
Bisulphate	2 2½	2 1	2 0½
Hydrochloride	2 5½	2 4	2 3½
Nitrate	2 3½	2 2	2 1½
Sulphate cryst.	2 4½	2 3	2 2½

25-oz. containers, free; 1-oz. bottles, 2½d.; 2-oz. bottles, 3½d. Other conditions as usual. Lower prices for bulk quantities. Wholesale distributors' prices for smaller quantities would be dearer.

SULPHONAL.—Dealers' prices steady; spot inquiry slow: crystals or powder, two cwt., 15s. 5½d.; one cwt., 15s. 10½d.; 56 lb., 16s. 1d.; smaller parcels, up to 16s. 7½d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Market is steady; fair business: British makers quote at 1s. 0½d. per lb., less 5 per cent. discount. Dealers offering foreign material at competitive prices.

THEOBROMINE.—Continental material: pure, two cwt., 7s. 10d.; one cwt., 8s.; 56 lb., 8s. 2d.; smaller quantities, 8s. 4d. per lb. Sodium salicylate, two cwt., 6s. 3½d.; one cwt., 6s. 4½d.; 56 lb., 6s. 5½d.; smaller quantities, 6s. 6½d. per lb., delivered, 5-lb. tins free, smaller packages extra.

THYMOL.—Rather more inquiry; market steady: synthetic, fine white, one cwt., 5s. 9d.; 56 lb., 5s. 11½d.; 28 lb., 6s. 3½d.; 14 lb., 7s.

per lb.; ex ajowan seed, one cwt., 8s. 3d.; 56 lb., 8s. 6d.; 28 lb., 9s.; 14 lb., 10s. per lb.

VANILLIN.—A good average business, with the Convention prices keeping steady: ex clove oil or guaiacol, five cwt., 13s. 3d.; one cwt., 13s. 6d.; 56 lb., 13s. 9d.; less, 14s. per lb.

Crude Drugs, etc.

ACONITE ROOT.—Occasional small business on spot. Napellus, 65s.; Japanese, 45s. per cwt., in small parcels.

AGAR.—This market is strong on spot and the shipment position is firm. Values show further appreciation, with a very fair business being done for home and export: spot, Kobe No. 1, 3s. 3d. to 3s. 4½d.; No. 2, 3s. 1d.; Yokohama No. 1, 3s. 1½d. to 3s. 2d. per lb.; shipment, Kobe No. 1, 2s. 11½d.; No. 2, 2s. 9d.; Yokohama No. 1, 2s. 8d. per lb., c.i.f. New crop, February-March shipment, Kobe No. 1, 2s. 2½d.; No. 2, 2s. 1d.; Yokohama No. 1, 2s. 1d. per lb., c.i.f.

ALCOES.—The small spot stocks have been further depleted and the market is very firm, with shipment offers of Curaçao difficult to obtain: Cape, spot, 50s. for prime in boxes; shipment, boxes, 45s.; cases, 50s. per cwt., c.i.f. Curaçao, spot, about 97s. 6d. to 102s. 6d.; shipment, 86s. to 87s. 6d. per cwt., c.i.f., nominal.

ANTIMONY.—Chinese crude has again advanced and is now quoted at £33, c.i.f. English regulus is also dearer at £75 to £76 spot.

BALSAMS.—This market is not receiving much attention; quoted unchanged: *Tolu*, 1s. 5d. to 1s. 6d.; *Canada*, 2s. 10d.; *Peru*, 5s. 3d. per lb., spot.

BARBASCO ROOT.—Practically no inquiry for this article at the moment; values nominally unchanged.

BELLADONNA.—Dealers are selling occasional small parcels on spot: leaves, 65s.; root, 57s. 6d. per cwt., spot.

BUCHU.—The limited stocks of rounds are firmly held for 1s. 3d. to 1s. 4d., as to quality, with occasional bale business passing. Ovals are nominal, with practically nothing offering here. Shipments from the Cape for the six months ended June 30, 1935, totalled 195,643 lb., valued at waarde 7,365, compared with 131,483 lb. (waarde 3,684) during the same period of 1934.

BURDOCK ROOT.—Dealers are quoting small parcels on spot at about 45s. per cwt.

CAMPHOR.—Japanese shipment prices have advanced; spot has moved up in sympathy and stocks are short: on spot, tablets, 2s. 5d.; powder, 2s. 2d.; slabs, 2s. 1½d. per lb.; shipment, tablets, 2s. 1½d.; powder, 1s. 10½d.; slabs, 1s. 10½d. per lb., c.i.f. English refined is still unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ½ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CANTHARIDES.—A few spot inquiries; market rather easy: Russian, about 6s. 9d.; Chinese, about 2s. 4d. per lb., as to quantity, spot.

CASCARA SAGRADA.—There has been a steady demand on spot for limited quantities. 1934 peel, 40s. to 42s. 6d.; 1933 peel, 47s. 6d.; 1932 peel, 52s. 6d. per cwt. The shipment price is firmly held at 37s. 6d. per cwt., c.i.f., if available.

CHAMOMILES.—There has been a moderate demand for the new flowers, with prices steady from 120s. to 140s. per cwt., as to quality, landed.

CLOVES.—Values are level on the week; business rather slow: Zanzibar, spot, 7½d.; shipment, October-December, 6½d. per lb., c.i.f. Madagascar, in bond, 6d.; shipment, September-October, 5½d.; new crop, November-December, 5½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended September 21 were *nil*, and the deliveries 17, leaving a stock of 2,879. From January 1 to date the landings of Zanzibar have been 2,746 and the deliveries 2,961. Landings of Madagascar for the week ended September 21 were *nil*, and the deliveries 45, leaving a stock of 1,250. From January 1 to date landings of Madagascar have been 3,001 and the deliveries 1,985 packages.

COCOA BUTTER.—Fair business; market steady: prime English, 8½d. to 9½d. per lb.; foreign, 8½d. to 9d. per lb., as to quantity.

COCAIN (DESICCATED).—Market is quoted dearer and closes fully steady: spot, fine, 23s.; medium, 23s. per cwt., shipment; halves, September, 21s. 9d.; October, 21s. 6d. per cwt., c.i.f.

COD-LIVER OIL.—The shipment market is steady but not particularly busy. Finest Lofoten steam-refined non-freezing medicinal oil, 91s. per barrel, c.i.f. London: spot, in small lots, 133s. per barrel, ex store, duty paid. Newfoundland, non-freezing medicinal oil, 130s. per barrel, ex store. British non-freezing medicinal oil is now quoted at 110s. to 112s. 6d. per barrel, c.i.f. London, duty free, while quotations from another home source are at higher figures.

COLCHICUM.—Some root on spot is available at about 40s. per cwt. for small parcels. Seed is quoted at about 11d. per lb., spot.

DAMIANA LEAVES.—Not much business moving; good quality leaves round about 1s. per lb. for small parcels.

DERRIS ROOT.—The spot market is still more or less idle; shipment offers continue very steady, but little interest is shown.

ERGOT.—As reported last week, the forward position is rather easier and supplies are being offered sparingly and at a slight reduction on the recent top figures. A very limited quantity of Russian is avail-

able at the moment on spot at about 3s. per lb. No Spanish or Portuguese. A few parcels of Portuguese offered for shipment at 3s. 9d. to 3s. 10d. per lb., c.i.f., for a quantity. Buyers here are mostly holding off.

GENTIAN.—Dealers continue to offer good clean French root at about 36s. and Italian at about 34s. per cwt. for small parcels.

GINGER.—Business has been rather slow; market about steady: West African, spot, 34s.; for arrival, 32s. per cwt., c.i.f. Jamaican, spot, bold in barrels, 92s. 6d. to 100s.; small grinding, 67s. 6d. to 70s. per cwt., in bags, ex store.

GUM ACACIA.—Market continues fully steady and a very fair inquiry is being received: spot, Kordofan cleaned sorts, up to 50s.; bleached No. 1, up to 90s.; extra, up to 100s. per cwt.; shipment, Kordofan cleaned sorts, 47s. per cwt., c.i.f.

HENBANE.—Spot supplies are available at about 80s. per cwt., with the demand slow.

HENNA.—A few inquiries on spot: Indian, 32s. 6d.; Egyptian, 35s. per cwt. for small quantities.

HONEY.—There has been a steady inquiry on the market, particularly for Californian. Jamaican on spot ranges from 29s. 6d. for dark manufacturing up to pale at 45s. 6d. per cwt. Cuban, pale amber, 34s. 6d. per cwt., duty paid.

HYDRASTIS.—Business has been of small account: spot, about 8s.; shipment, steady at 7s. 9d. per lb., c.i.f.

IPECACUANHA.—The market handling Matto Grosso of B.P. standard is particularly strong. Substantial business has been done on spot and values tend dearer; shipment has also firmed up. Spot stocks of B.P. quality are now limited. Matto Grosso, testing B.P., 5s. per lb.; Minas, 4s. 3d. to 4s. 6d. per lb., as to quantity, spot. Matto Grosso, shipment, 4s. 6d. per lb., c.i.f.

LAVENDER FLOWERS.—New crop is now receiving some inquiry, with best French blue flowers quoted at about 230s. per cwt., landed and duty paid.

LYCOPodium.—Spot supplies continue scarce and some holders are wanting up to 4s. 3d. per kilo.

MANNA.—Dealers are offering some selected flake in 1-lb. tins at about 4s. 3d. per lb., spot.

MENTHOL.—The demand on spot has been well sustained and supplies offering are now limited. In K/S brands business has been done up to 13s. 3d., and there are now sellers at 13s. 6d.; in bond, 12s.; shipment, September-October, 12s. 3d.; October-December, 12s. 1½d. per lb., c.i.f. Japanese shippers' prices have advanced sharply and are firmly held: September-October, 13s.; October-December, 12s. 9d. per lb., c.i.f.

MERCURY.—The Spanish-Italian group report shipment business to most destinations continues very active. Shipment is firm at the advance recorded last week at 57 dollars per bottle, f.o.b. Continent; spot, in small lots, £11 12s. to £11 15s. per bottle, ex store.

OPIMUM.—Quite a fair business on spot and supplies are at a very low level; market firmer: spot, 1s. 5d. to 1s. 5½d. per unit, landed and duty paid.

ORIS ROOT.—A few small spot parcels of Florentine are available at about 35s. per cwt.

PEPPER.—At the better prices the market is steadier. Lampong, 3½d., in bond; shipment, September-October, 2½d.; October-December, 2½d., c.i.f. Tellicherry, spot, 4½d.; shipment, October-November, 44s., c.i.f. Aleppy, spot, 4½d.; shipment, October-November, 41s. 6d., c.i.f. White Muntok, in bond, 4½d.; shipment, October-November, 4½d. per lb., c.i.f.

PIMENTO.—The recently advanced values are maintained; market quieter: spot, 3½d.; shipment, October-November, 32s. 6d. per cwt., c.i.f.

RUBBER.—Values show a sharp recovery with the news that the October-December quota has been fixed at 60 per cent. Standard ribbed smoked sheet, spot, 5½d.; October, 5½d.; November, 5½d.; December, 5½d.; January-March, 5½d.; April-June, 6½d.; July-September, 6½d. per lb. Further advance on Thursday morning of ½d. due to destruction of considerable stocks by fire at London store.

RHUBARB.—Several parcels catalogued in last week's auction have been cleared and the market is sparsely supplied and very steady. There are a few cases of Canton at 2s. 3d. Rough round has been selling fairly well at 1s. 3d. to 1s. 4d. per lb.

RED ROSES.—Dealers are quoting spot supplies at about 4s. per lb. for small lots.

SAFFRON.—Dealers are doing some small spot business: spot, 189s, prime, 38s. 6d.; extra, 36s. 6d.; super, 35s. 6d. per lb., and less for bulk quantities.

SARSAPARILLA.—Not much business in this article: spot, Jamaican grey, 1s. 4d. to 1s. 5d.; native, mixed colours, 10½d. to 11d. per lb., as to quantity, spot. Mexican, 7½d. per lb.

SEEDS.—**ANISE.**—Spot, duty paid, Spanish, 70s.; Bulgarian, 32s. 6d. **CARAWAY.**—Dutch quiet at 34s., spot, duty paid; 28s. 6d. quoted f.o.b. Holland. **CORIANDER.**—Market remains firm: Morocco, old crop, offered at 18s., duty paid; new crop, 17s. 6d.; and for shipment, 16s., c.i.f., quoted. **CUMIN.**—Malta, spot, 46s.; Morocco, sold

at 48s. 6d., duty paid. **FENUGREEK.**—Morocco, spot, firm at 14s., duty paid. The c.i.f. price is 12s. 6d. for prompt shipment. **MUSTARD.**—English, 22s. 6d. to 31s. 6d. per cwt., according to quality.

SENEGA.—Business has been disappointing, but the market is keeping steady now that most of the cheap stuff has been cleared. Spot and forward is from 1s. 4d. to 1s. 4½d. per lb.

SENNA.—Business has been rather poor this week, but values are generally steady. Good green new crop Tinnevely leaves, on spot, with No. 1, 6d. to 6½d.; No. 2 at 4d. to 4½d.; and No. 3 at 3d. to 3½d. per lb. for prime quality, with cheaper parcels of old crop leaves available. Supplies of the finest hand-picked Alexandrian pods continue in short supply, but medium qualities are in fair supply at 1s. 3d. to 2s. 9d. per lb. Manufacturing pods are also in limited supply, with small parcels of this season's crop at 3½d. to 4d. per lb., with slightly darkish old crop at cheaper figures.

SHELLAC.—Market is fairly steady at the improved values: spot, standard TN orange, 53s. to 57s.; fine orange, 85s. to 140s.; pure button, 82s. 6d. to 90s. per cwt., spot. For delivery, TN, October, 52s. 6d.; December, 53s. 6d.; for arrival, TN, October-November, 56s. per cwt., c.i.f.

SQUILL.—A limited quantity of good white on spot is available at 27s. 6d. per cwt.

TONQUIN BEANS.—The stocks available on spot are modest and held for 2s. 10½d. to 3s. per lb. for fair frosted Para beans.

TRAGACANTH.—A fair business continues in the medium grades of white ranging from £18 to £22 per cwt. These grades are now scarce on spot. The lower textile parcels at 70s. to 88s. per cwt. have received some attention.

VALERIAN ROOT.—Dealers are offering spot root at about 70s. per cwt., Business on the quiet side.

WAX.—**BEES'** Generally unchanged and rather quiet. Abyssinian, spot, 107s. 6d.; shipment, 97s., c.i.f. Benguella, spot, 110s.; shipment, 96s., c.i.f. Conakry, spot, 110s.; shipment, 99s., c.i.f. Dar-es-Salaam, spot, 107s. 6d.; shipment, 103s., c.i.f. **CARNAUBA.**—Market continues about steady for spot and near positions in old crop: chalky grey, spot, 170s.; shipment, old crop, October-November, 165s., c.i.f. Fatty grey, spot is scarce: old crop, 175s. Primeira, yellow is short on spot and quoted at 220s.; affloat is scarce at 215s. Mediana, spot, 210s. per cwt. New crop shipment prices are as follows: fatty grey, October-December, 155s.; November-December, 150s.; January-February, 145s. Chalky grey, December-January, 145s. Primeira, December-January, 175s. Mediana, December-January, 165s. per cwt., c.i.f.

Essential Oils, etc.

The volume of business has not been quite so good this week, but the markets have been by no means quiet. Bergamot is quoted rather easier forward. Cassia is available on spot. Java citronella is steadier forward. Australian eucalyptus is firm for shipment. Sicilian hand-pressed lemon is slightly easier. Japanese peppermint continues in demand and values have again advanced.

ALMOND.—Market is steady; small spot business: English made, cwt. lots, 2s. 6d.; smaller parcels, up to 2s. 8d. per lb.; foreign, cwt. lots, 2s. 4d.; smaller parcels, up to 2s. 7d. per lb. French, bitter, 8s. 9d. per lb.

ANISE (STAR).—Rather poor inquiry on spot, except for tins; shipment is steady but not attracting much business: spot, leads, 2s. 1½d.; tins, 1s. 11½d.; drums, 1s. 11d. per lb., ex store; shipment, leads, 1s. 10d.; tins, 1s. 7½d.; drums, 1s. 7d. per lb., c.i.f.

BAY.—Spot business is limited; market steady: 49 to 50 per cent., 5s. 1½d. to 5s. 4½d. per lb., as to quantity.

BERGAMOT.—The shipment market has become rather irregular, with quotations varying considerably from about 5s. 7½d. up to 6s. 7½d., c.i.f., for tins, as to shipper. This wide difference in offers is probably due to the uncertain conditions in the near future that may obtain at the source, and some shippers are prepared to cut the market in order to force sales and liquidate some of their stocks rather than run the risk of having them left on their hands more or less indefinitely. Actually, most shippers are maintaining their quotations. Merchants here are finding it difficult to make the fullest use of these cheaper offers, for already shipment conditions are anything but certain, and it is not easy to cover insurance. Actual business has been limited. On spot values are in the region of 5s. 10d. and 6s. 3d. per lb., as to quality and quantity.

BOIS DE ROSE.—Not much inquiry here. Brazilian, spot, about 5s. 9d.; shipment, 5s. 6d. per lb., c.i.f. Cayenne, about 10s. 3d. per lb. for small parcels.

CAJUPUT.—Business mostly for small lots; market steady: B.P., 1s. 10½d. to 2s. 1d. per lb., as to quantity.

CANANGA.—Despite the removal of the duty, spot values are holding in the region of 13s. 6d., due to the very limited stocks available; shipment remains at not more than 10s. 3d. per lb., c.i.f.

CARAWAY.—Market is steady, with a moderate business passing: Dutch, rectified, 9s. 6d.; crude, 9s. per lb., landed and duty paid, for quantities.

CASSIA.—It is understood that a small parcel shortly to be landed will, if not cleared, be offered at about 4s. 6d. per lb., ex wharf. The shipment price is at about 3s. 10d. per lb., c.i.f.

CEDARWOOD.—Business continues on modest lines; market steady: American and African oils competitive at 1s. 1½d. to 1s. 2d. per lb., in drums, and smaller packings up to 1s. 4½d. per lb., spot.

CINNAMON LEAF.—The shipment market is again fractionally dearer, with good oil now at 2s. 3½d. per lb., c.i.f., in drums. On spot there are sellers of drums at 2s. 6d. and smaller packings up to 2s. 9d. per lb.

CITRONELLA.—These markets remain dull. The only change to record is a higher shipment quotation for Java, due in all probability to movements in the Dutch currency: Ceylon, spot, drums, 1s. to 1s. 1d.; smaller parcels, 1s. 2d. to 1s. 4d.; shipment, drums, about 10d. per lb., c.i.f. Java, spot, drums, 1s. 1½d. to 1s. 2d.; smaller parcels, 1s. 4d. to 1s. 5d.; shipment, drums, 1s. 0½d. per lb., c.i.f.

CLOVE.—A fair business; market steady: Madagascar, spot, drums, 3s. 2d.; smaller packings, up to 3s. 6d. per lb.; shipment, 2s. 7d. per lb., c.i.f.

EUCALYPTUS.—Reports from the source continue to indicate a strong position, and consumers may be well advised to cover their requirements for the next few months or so at current values: Australian, 70 to 75 per cent., 11d. to 1s.; 80 to 85 per cent., 1s. to 1s. 1d. per lb., landed; higher prices for small lots on spot. Spanish, 70 to 75 per cent., 1s. 2d. per lb., ex store.

GERANIUM.—There has been very little interest in these products beyond small spot purchases. Prices vary as to quantity: Bourbon, spot, 19s. to 22s. 6d.; shipment, 20s. 6d., c.i.f. Algerian, spot, 21s. to 23s.; shipment, 19s. 6d. per lb., c.i.f.

GINGERGRASS.—Occasional small spot business; quoted unchanged: spot, 5s. 4½d. to 5s. 6d.; shipment, 4s. 4½d. per lb., c.i.f.

HO (SHU).—Shipment market fully steady and the source reports considerable purchases by America: spot, 1s. 8½d. to 2s. 1d. per lb., as to quality and quantity.

JUNIPER BERRY.—Business has remained poor: spot, standard quality, about 3s. 3d., with the finest oil up to 4s. 6d. per lb.

LAVENDER.—During the past week there has been more inquiry and shippers' quotations are keeping firm at recent figures, and certainly tend to advance. The position is exceptionally strong, with the oil not already in shippers' ownership quoted at substantially higher figures. Genuine Mt. Blanc, 38 to 40 per cent., 27s. 6d. per lb., landed. Other oils of good standard quality range from 33s. 6d. for 50 to 52 per cent. esters down to 19s. 6d. for 30 to 32 per cent. Lavandin is also very firm, with first quality from 16s. to 18s. and second quality from 14s. 6d. to 15s. 9d. per lb.

LEMON.—The position in the shipment market for this product is very similar to that of bergamot. There are a few cheap sellers for prompt shipment who appear to wish to liquidate some of their stocks in case the markets should become virtually closed. Offers vary from 5s. 9d. to 6s. 6d., c.i.f., as to shipper, but shipment difficulties are restricting business. On spot sellers are quoting from about 5s. 9d. to 6s. per lb., as to quantity and brand. Californian is unchanged and rather quiet: spot, large drums, 3s. 0½d.; small drums, 3s. 1d. per lb.

LEMONGRASS.—The shipment market is dull and rather easier in the region of 1s. 11d., c.i.f. Spot is very quiet and nominally quoted at 2s. 4½d. per lb.

NEROLI.—Dealers are quoting new crop from 13s. 6d. up to 18s. 9d. per oz., as to quality, landed and duty paid.

NUMEG.—Market is steady; average business: English and American oil, 5s. 1d. to 5s. 4½d. per lb., as to quantity.

ORANGE.—French Guinea oil is moving slowly on spot, with drums from 3s. and smaller packings up to 3s. 4½d. per lb. Some isolated parcels of genuine Sicilian sweet oil are stated to be available on spot with the price a matter of negotiation. Californian, quiet on spot: one case, 2s. 6½d.; two or more cases, 2s. 4d.; drums, 2s. 3d. per lb.

PALMAROSA.—Market is dull and none too steady: spot, about 6s. 4d.; shipment, about 5s. 9d. per lb., c.i.f.

PATCHOULI.—Some spot holders of Singapore oil are looking for 10s. 6d. for small parcels. Seychelles is quoted for shipment at about 6s. 6d. to 6s. 7½d. per lb., c.i.f.

PEPPERMINT.—The Japanese oil has again been in good demand on spot for home trade and export, with business done up to 5s. 4½d., and the limited offerings are now firm from 5s. 6d. per lb. August-September is available at 5s. 3d. and October-December at 5s. 1½d. per lb., c.i.f. sellers. Japanese shippers' prices have advanced again and are firm: September-October, 5s. 6d.; October-December, 5s. 4½d. per lb., c.i.f. AMERICAN PEPPERMINT: The shipment market continues to receive fair attention, with quotations ranging from 1 dollar 95 cents up to 2 dollars 10 cents per lb., c.i.f., in drums. Isolated offers of very low menthol content oil at slightly cheaper figures.

PETITGRAIN.—Business remains on a small scale: spot, 4s. to 4s. 2d.; shipment, about 3s. 6d. per lb.

ROSEMARY.—A moderate business reported at former rates: spot, Spanish, first quality, about 2s. 3d.; second quality, about 1s. 9d. per lb., as to quantity. French, 3s. 4½d. per lb.

SANDALWOOD.—Genuine East Indian Mysore, 19s. per lb., in one-case lots, on spot; isolated cheaper offers noted. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb. Australian, case lots, 15s. 3d. per lb.

SASSAFRAS.—Market remains dull: spot, natural oil, 4s. to 4s. 3d., as to quantity. Artificial oil at cheaper figures.

SPEARMINT.—The position here is rather easier again and business has been slow: spot, 8s. 3d. to 8s. 4½d.; shipment, 7s. 6d. per lb., c.i.f.

SPIKE.—Market is steady and there has been some inquiry for new crop oil. Good quality Spanish is fully up to 4s. 7½d. per lb., landed, in fair quantities.

WINTERGREEN.—Dealers' prices for small spot parcels are in the region of 6s. per lb.

WORMSEED.—Market is steady at last week's advance; business modest: spot, 8s. 9d.; shipment, 8s. 3d. per lb., c.i.f.

Industrial Chemicals, etc.

BUSINESS in these products has been on quite a good scale, with most of the orders going to British makers. Red and white leads are steady at recent advances. Formaldehyde has been in active demand. ACETIC ACID.—Business on a good scale; market steady: 80 per cent. technical, £38 5s.; 80 per cent. pure, £39 5s. per ton, in barrels; glacial, pharmaceutical, 99 to 100 per cent., £58, in glass demijohns; glacial, in barrels, £49 per ton, carriage paid in U.K. ACETONE, B.G.S.—Market steady; business moving well: £65 to £68 per ton, in drums, carriage paid in U.K. AMMONIA (ANHYDROUS).—Home makers' prices steady; fair demand: 99.95 per cent. material, 1s. to 1s. 3d. per lb., in loaned cylinders, carriage paid. AMMONIUM CHLORIDE.—Rather quiet and competitive market: grey galvanising, £17 10s. per ton, in casks, ex store; slightly less for contracts. ARSENIC.—Market has remained quiet: Continental, £15 10s. to £16 15s. per ton, c.i.f. Japanese, £15 10s., c.i.f. Australian, £15 10s., c.i.f. Cornish, white powdered, £19 10s. per ton. BLEACHING POWDER.—Makers' prices for domestic consumption: 35 to 37 per cent., chlorine, £8 12s. 6d. per ton, in softwood casks, carriage paid for four-ton lots. FORMALDEHYDE.—A good inquiry, with keen prices quoted for bulk quantities: 40 per cent., by volume, £23 to £24 per ton, in casks, ex store. FORMIC ACID.—Good business at steady prices: 85 per cent., £43 12s. 6d. per ton, in carboys; smaller quantities, 45s. to 48s. per cwt., ex store. LEAD ACETATE.—Business quiet; quoted slightly cheaper: brown, £31 5s.; white, £34 5s. per ton, in casks, ex store. LITHOPONE.—Quite a good demand, with British material leading the market: 30 per cent., red seal, £16 10s. to £17 10s. per ton, ex works. OXALIC ACID.—Dealers receiving very good inquiry; market steady: quantities, in casks, £48 15s. per ton; smaller lots, in kegs, 57s. to 58s. per cwt., ex store. POTASH, CAUSTIC (88 to 92 per cent. solid).—Receiving more attention. Dealers quoting two-ton lots, £35 5s.; smaller quantities, up to £37 per ton, in drums, ex store. POTASSIUM CARBONATE.—More business being done: 90 to 92 per cent., £27 to £28 per ton; 96 to 98 per cent., £28 15s. to £29 10s. per ton, in casks, ex store. POTASSIUM CHLORATE.—Remains rather quiet: bulk quantities, £36 10s. per ton; smaller parcels, 44d. to 6d. per lb., ex store. POTASSIUM PERMANGANATE.—Good business; dealers' prices steady: commercial quality, in two-cwt. drums, 94d. to 96d. per lb., ex store. Smaller parcels, 10d. to 11d. per lb. POTASSIUM PRUSSIAN.—Business mostly in small quantities: yellow, £75 to £76 per ton, as to quantity. RED LEAD.—Convention prices are steady at the recent advance: 5/10 cwt., £31; 10 cwt./1 ton, £30 15s.; 1/2 tons, £30 10s.; 2/5 tons, £30; 5/20 tons, £29 10s.; 20/100 tons, £29; over 100 tons, £28 10s. per ton, less 2½ per cent., carriage paid; non-setting red lead, 10s. per ton dearer. Continental material, £1 per ton cheaper. SAL AMMONIAC.—A little more inquiry; market competitive: dog-tooth crystals, £34 10s.; medium, £31; fine white crystals, £15 12s. 6d. per ton, in casks, ex store; slightly less for contracts. SALTCAKE.—Makers' home trade price is steady at 62s. 6d. per ton, in minimum truck lots, carriage paid. SODA, CAUSTIC.—Makers' prices for domestic consumption steady: 70 to 72 per cent., £13 12s.; 76 to 77 per cent., £14 per ton, carriage paid on contracts; spot, 10s. per ton extra. SODA CRYSTALS (CARBONATE).—The home trade prices are steady at £5 to £5 5s. per ton, in bags, delivered station. SODIUM ACETATE.—Dealers are quoting slightly easier at about £19 7s. 6d. per ton, in casks, ex store. SODIUM BICARBONATE.—The home trade price is steady: refined, in bags, £10 10s. per ton, carriage paid. SODIUM CHLORATE.—Occasional inquiry: ton lots, £32 12s. 6d. per ton; smaller quantities, 4d. to 5½d. per lb., ex store. SODIUM HYPOSULPHITE.—Makers' prices are quoted unchanged: photographic pea crystals, £14 5s. per ton, in one-cwt. kegs, carriage paid on minimum two-ton lots; commercial, £10 5s. per ton, in two-cwt. bags, carriage paid on minimum two-ton lots. SODIUM PRUSSIAN.—Dealers receiving moderate inquiry: bulk quantities, 5d. per lb.; smaller parcels, 5½d. to 6½d. per lb., ex store. WHITE LEAD.—Convention prices are steady at recent advances: dry, English, less than 5 tons, £41 10s.; 5/15 tons, £37 10s. per ton, less 5 per cent., carriage paid; Continental, £1 per ton cheaper. Ground in oil, English, 1/5 cwt., £51; 5/10 cwt., £49; 10 cwt./1 ton, £48 10s.; 1/2 tons, £47 10s.; 2/5 tons, £46; 5/15 tons, £44 per ton, less 5 per cent., carriage paid. Continental material, £4 per ton cheaper.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

Zanzibar Clove Oil

SIR,—I understand that a statement has appeared in the Continental technical Press, and has been repeated in London, that Zanzibar Distillers, Ltd., intend to manufacture vanillin. This is entirely untrue. No such project has been discussed or is even contemplated by the board. The policy of Zanzibar Distillers, Ltd., is to produce and sell clove oil at the lowest possible price compatible with the interests of the growers. Only in this way can the company ensure the continuance of the profitable manufacture of vanillin from eugenol, and thus increase the security of the Protectorate's principal industry on which the success of the distillery depends. It is inevitable that the transference of distillation to Zanzibar will cause a certain amount of dislocation, but economically it is logical, and should ensure to consumers regular supplies of a standardised oil at a reasonable price.

E. W. BOVILL,
Chairman and Managing Director,
Zanzibar Distillers, Ltd. (4/11).

London, E.C.

Christmas Trade

SIR,—The information in the *C. & D.* of September 21 regarding Christmas trade is very valuable, and the various matters to which you refer in your editorial article should command the attention of all. There is no doubt that the "fobbed off" perfume is on the down-grade, and it remains with the chemist to assist its passage in that direction. In no better way can he do so than by selecting his stock from the numerous examples of really exquisite products illustrated in the *C. & D.* There is a great opportunity offered to chemists in educating certain customers in the art of buying the most suitable perfume, and, as stressed in "The Pharmaceutical Salesman" (p. 347), the series idea is well worth developing. Modern Small-Scale Manufacturer of Cologne and lavender (p. 373) opens up a new avenue, or rather reopens an old one, for the time was when practically every chemist made his own eau de Cologne and lavender water, and frequently several other perfumes. Those were the days when even the small chemist could buy his rectified spirit by the gallon. The reintroduction of elegant porcelain pot pourri jars is to be commended. These articles sell readily and, moreover, greatly enhance a window display. Brighter showcards will also assist. The swansdown puff has many votaries and appeals to the better class. The origin of many articles used in the perfumery art is at times matter for wonder, and the article on Abyssinian civet is a typical example. It is important for readers to act upon your suggestion to buy early, and endeavour to instil the Christmas buying spirit into their customers. It can be done if gone about in the right way, and means considerably increased business.

I am, etc.,

SCOTIA (24/9).

Make-up for Amateurs

SIR,—Your article on stage make-up (*C. & D.*, September 21, p. 371), is timely now that the evenings are drawing in and the attention of the younger generation is being directed to indoor amusements. The art of making up is not acquired by every amateur, and there are many who never master it properly, who are usually only too glad to get someone to do it for them. The hairdresser often takes on this work; but I have known pharmacists to do it exceedingly well, and as many of the craft have hair-dressing saloons attached to their pharmacies they might well add the art of making-up to the bobbing and dressing of women's hair. Some artistic knowledge is certainly desirable, particularly when making up the face for different types of character. The sale of the requisites can be undertaken by the pharmacist, even if he does not carry out the actual work. It is refreshing to find something to sell which is not in evidence at the bazaars or multiple shops.—Yours, etc.,

VIREX (24/9).

Unbusinesslike Action

SIR,—It would be interesting to learn what would be the reaction of an assistant who, after accepting a post, was advised two days before the date for commencing that the employer would not require him as he had engaged someone more suitable. Recently two different junior assistants have been engaged to fill a vacancy. Both defaulted after accepting the post. The first stated that he had decided to stay on with his present employer, and the other intimated that he had obtained a post locally. In both cases it had been agreed to wait till they were disengaged, and in neither instance did their advice of withdrawal arrive till just before the date fixed for taking up their duties and too late for a further advertisement in the *C. & D.* Action of this type shows a lack of business responsibility and an absence of any sense of honour. It not only prevents other applicants from obtaining the position but also puts the prospective employer to considerable expense and inconvenience. Can any of your readers suggest any means of preventing such an occurrence?—Yours truly,

EMPLOYER (23/9).

Prescribing of Proprieties

SIR,—The experience of the lady who paid £2 2s. for a prescription for a proprietary yeast tablet (*C. & D.*, September 14, p. 317) was not exceptional, as I have known a similar thing happen on several occasions. Customers have been recommended to a specialist, or have been put in touch with one through their local doctor, to come back with a prescription for a proprietary remedy (and by the term I do not mean a product put up by one of the firms making proprietary galenicals for dispensing purposes, but one of the type which fills the advertisement columns of the daily papers with claims to cure any and every disease in five minutes). On one occasion I gave a lady the address of a specialist and she brought back a prescription ordering five items, each with the brand name or the maker specified; they comprised an elixir, tablets, powder, nasal spray solution and an atomiser, and the retail price without adding any dispensing fee came to exactly £1. It lost me a regular customer because she was quite convinced there must have been some arrangement about commission, and I could not make her believe it was not so. Another customer asked me to make up a stomach mixture for him: I did so. He went to a doctor who diagnosed some obscure trouble, and after treating him for a week or so gave him a letter to a specialist. He came back with a script for a mixture which was practically identical with the one I had given him in the first place.

Faithfully yours,

SPECIALISE (24/9).

Legal Queries

C. K. (28/78).—Labelled as you suggest your ointment can only be sold by a qualified or authorised person and only, since March 1930, on condition that the formula is declared and proprietary rights in the preparation of the remedy are disclaimed. If you do not desire to declare the formula the reference to the four complaints mentioned must be deleted. The expression "pain killer" also renders the medicine liable to stamp duty unless the formula is declared.

L. J. (6/89).—Section 8 of the Pharmacy and Poisons Act, 1933, reads as follows:—"A registered pharmacist carrying on a business which comprises the retail sale of drugs shall be an authorised seller of poisons within the meaning of this Act if the following conditions are complied with—(a) in each set of premises where the business is carried on, the business must, so far as concerns the retail sale of drugs, be under the personal control of the pharmacist himself or of some other registered pharmacist; and (b) the name and certificate of registration of the person having the control of the business as aforesaid must be conspicuously exhibited in the premises."

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

J. L. H. (6/98).—BOOK ON CEMENT.—One of the best books on this subject is Davis's "Portland Cement," published by Concrete Publications, Ltd., price 30s. 9d.

T. C. (4/88).—BENEDICT'S REAGENT.—When used with a diabetic urine, Benedict's quantitative reagent always becomes turbid and muddy. It is easier to see the end reaction if it is diluted with an equal quantity of water. But there should be no difficulty in this, as there is quite a sharp line between the coloured solution, however thick, and the end point. We assume that you boil it according to the usual methods.

W. P. (20/98).—HEMP SEED IN COMMERCE.—Hemp seed, which is freely sold on the market, is mostly grown in Italy and Hungary. In this country it does well in Lincolnshire. The ash of the plant contains 42.05 per cent. of lime, 7.48 of potash and 3.22 of phosphoric acid. Hemp seed is also used largely in commerce; the seed grown in Holland is most esteemed, but fine-grown English seeds are considered equal to it. Hemp seed from Manchuria is a regular article of commerce on the London market. The Himalayan seeds for cultivation are inferior to none. Hemp seed oil is usually yielded by the seed to the proportion of 25 to 30 per cent. The seeds used for this purpose come chiefly from Russia and Lorraine. The most important use of the oil is for making soft soaps. It is a drying oil and has been used at various times and in various recipes for varnish and oil painting.

G. M. (13/99).—MARKING SHELL FISH.—There appears to be no information available as to the use of paint or dye for the marking of crustaceans, though an anti-fouling composition (without poison) might be suitable. Preparations of this nature generally consist of equal parts of linseed oil and oak varnish with colouring material and poisonous preparations such as mercury and arsenic. The usual method of marking crustaceans is by means of a tag attached by wire to one of the legs, and we think this would be more satisfactory than painting a number on the shell.

J. P. (3/98).—MOUTH WASH.—The following recipes for mouth washes of the Dr. Pierre type are given in "Pharmaceutical Formulas," Vol. II, p. 301:—

Star anise	...	...	...	...	3 vj.
Cochineal	...	...	...	...	3 ss.
Alcohol (90 per cent.)	...	...	...	...	3 L

Make a tincture by maceration and add:—

Oil of anise	...	...	...	...	3 iss.
Oil of peppermint	...	...	...	...	3 ss.
Heliotropine	...	...	...	...	gr. v.

Keep in a cool place for several weeks and filter.

II

Star anise	...	...	...	...	15 gm.
Alcohol (90 per cent.)	...	...	...	...	200 c.c.

Macerate for three days, filter and add:—

Oil of peppermint,	...	...	...	...	...
Oil of star anise	...	...	...	...	of each 60 drops

Colour with cochineal or alkanin.

J. S. (12/38).—TURTLE OIL CREAMS.—An article on turtle oil creams was published in the *C. & D.*, 1935, I, 269. We suggest you experiment with the following formula:—

Turtle oil...	...	...	...	...	30
Almond oil	...	...	...	...	46
Lanolin	...	...	...	...	16
Beeswax	...	...	...	...	8

E. D. R. (26/48).—NON-INFLAMMABLE PETROL.—The addition of two or three volumes of carbon tetrachloride to one part of petrol would render it comparatively non-inflammable. If the preparation is to be used as a cleaning fluid, tetrachlorethylene is generally preferred.

G. P. (14/98).—ANTISEPTIC SOAP.—The following are two formulas for antiseptic soap:—

I

Liquid Antiseptic Soap

Oleic acid	...	...	...	...	14 oz.
Potassium hydroxide solution (1 in 1)	...	...	...	...	a sufficiency
Alcohol (95 per cent.)	...	...	...	...	6 oz.
Oil of lavender	...	...	...	...	40 min.
Ether	...	...	...	...	to 40 oz.

Mix the oleic acid and alcohol, and neutralise with the solution of potassium hydroxide, using phenolphthalein solution as an indicator. Cool and add the oil of lavender, then add sufficient ether to make 40 oz.

II

Acetone Soap for Surgeons' Use

Soft soap	...	...	...	...	25
Water	...	...	...	...	30
Acetone	...	...	...	...	45

This soap can be medicated by adding the following percentage of the drug mentioned:—

Balsam of Peru	...	...	10	Ichthyol	...	...	...	5
Benzoic acid	...	...	2	Iodoform	...	...	...	2
Beta-naphthol	...	...	1	Menthol	...	...	...	5
Birch tar oil	...	...	12.5	Mercuric chloride	...	...	...	0.5
Borax	...	...	7.5	Pyrogallol	...	...	...	5
Boric acid	...	...	5	Resorcin	...	...	...	4
Camphor	...	...	5	Salicylic acid	...	...	...	3
Carbolic acid	...	...	3	Salol	...	...	...	2
Creosote	...	...	5	Storax	...	...	...	10
Chloral hydrate	...	...	5	Tar, wood	...	...	...	5
Eucalyptol	...	...	5	Thymol	...	...	...	5
Hydroxylamine	...	...	1	Turpentine	...	...	...	5

H. T. (13/99).—DENTURE POWDER.—Denture fixative powder usually consists of equal parts of tragacanth and maize starch, but the proportions are mainly determined by the price at which the preparation is to be sold.

F. L. (10/98).—BOOKS ON VITAMINS.—The titles of three books which present the up-to-date information on vitamins: Sherman's "Chemistry of Food and Nutrition," 4th edition, 1933 (Macmillan, 12s. 6d.); Hutchison and Mottram's "Food and the Principles of Dietetics," 7th edition, 1933 (Arnold, 21s.); "Vitamins: A Survey of Present Knowledge," Medical Research Council, 1932. Owing to the formidable output of literature in connection with vitamin research, any text-book may rapidly become out of date.

Retrospect of Fifty Years Ago

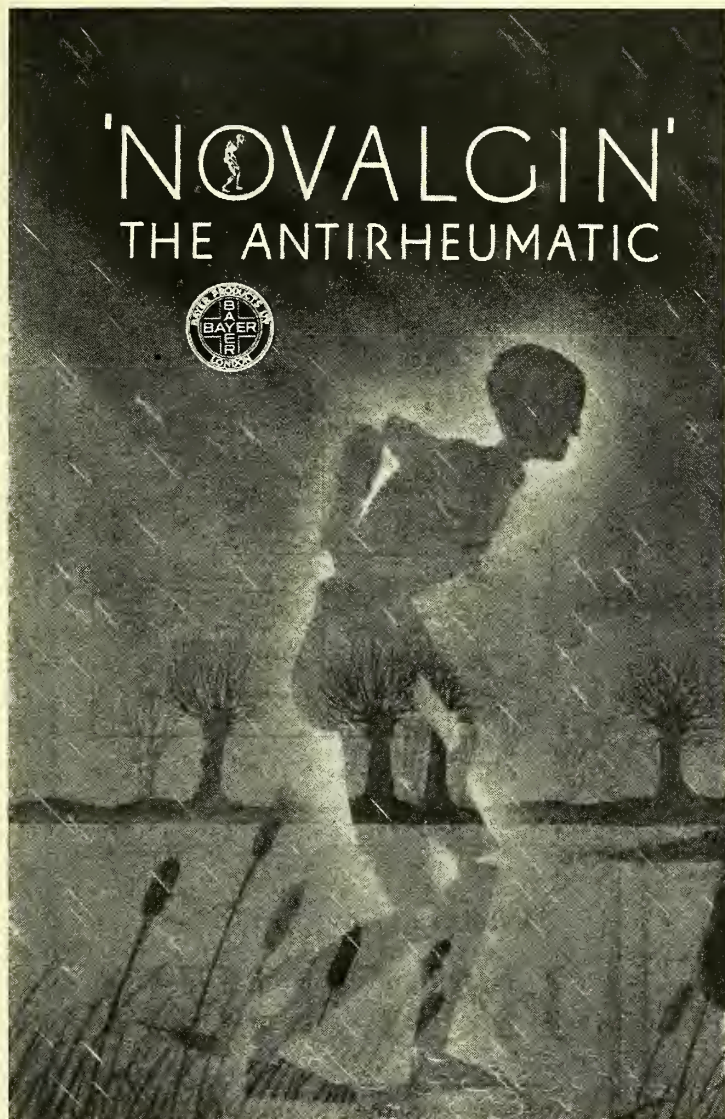
Reprinted from

"The Chemist and Druggist," September 15, 1885

An Unusual Kind of Fire

Mr. Jackson [of Blackpool] sends us the following corrected and fuller account of the remarkable accident briefly mentioned by us last month:—"The facts were these: My assistant was sealing the cork of a 4-gallon tin containing about two gallons of pure spirit, when through some flaw in the cork or the neck of the tin, some of the blazing wax dropped in the spirit, which of course at once caught fire, the can immediately bursting at the joints. The blazing spirit ran over the shop, which was all aflame in a few minutes; the whole of the contents were soon destroyed, five large sheets of plate-glass and five 10-gallon carboys being soon in atoms, and one of the handsomest chemist's shops in the provinces in ruins in the space of ten minutes. . . . Perhaps the ludicrous may seem out of place, but I should like to say, as showing the ideas of people, that some of my neighbours, seeing the contents of my carboys running in the gutter, got cups and proceeded to secure as much as they could, thinking, I suppose, it must be physic."

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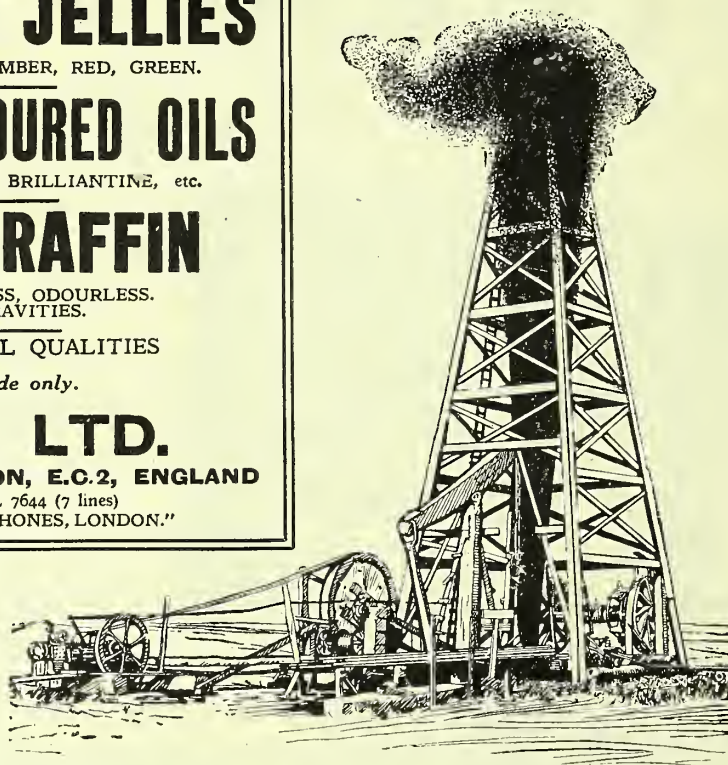
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Kingston-on-Thames.

Above. Window and
Inside Counter Display
by Stockwell Pharmacy.

Bottom right. Garner &
Pope Ltd., Haverstock Hill.

You too can secure this new business which is regular and profitable. Every help is given with showcards and display bottles as well as advertising in the National Daily, Weekly and Monthly papers and the Medical Press.

Only Qualified Chemists Supplied.

A. L. SIMPKIN & CO., LTD.,
BARLEY SUGAR WORKS, SHEFFIELD 6.

**PARAFFINUM
LIQUIDUM
B.P.**

HIGH
VISCOSITY

**TECHNICAL
WHITE
and
HALFWHITE
OILS**

**WHITE
PETROLEUM
JELLY**

PHARMACEUTICAL
AND
TECHNICAL
Qualities

HOLROYD'S
OIL & CERESINE COMPANY LIMITED

3 NEW LONDON ST., LONDON, E.C.3.

TELEPHONE: ROYAL 5126-7

TELEGRAMS: ERRIKOLROY, FEN, LONDON.



★ **FREE
DISPLAY
BOXES**

Printed in
attractive
colours for
counter or
window
displays

**DISPLAY
Sir NYNES**

—the best of your lines

See that you stock Sir Nynes—the
best seller amongst throat pastilles.
Sold in 3d & 6d airtight tins or loose
at 2d per ounce.

The
SHERWOOD CONFECTIONERY Co.,
Forest Works, Worksop

DOLS' VOLATALISE FLANNEL
LTD.
HUDDERSFIELD

HAVE PLEASURE IN ANNOUNCING
TO THE TRADE

THE SPLENDOR COMPANY
5 BEASTMARKET HILL, NOTTINGHAM
Telephone: 45138

AND

AFRICA HOUSE, KINGSWAY, LONDON,
Telephone: Holborn 2311 W.C.2

Have been appointed sole distributors of
THE WORLD-RENOVED DOLS' FLANNEL
WHICH GIVES IMMEDIATE AND LASTING
RELIEF TO SUFFERERS FROM
**RHEUMATISM, LUMBAGO, NEURITIS,
SCIATICA, BRONCHITIS, etc.**

24-HOUR SERVICE

THIS DISPLAY SELLS 'ASPRO'



& BRINGS CUSTOMERS INTO YOUR SHOP

The window display illustrated above definitely sells 'ASPRO'. It connects up with the largest advertising campaign of its kind in the world. When you display it, you get the benefit of 'ASPRO' advertising just as though you paid for the advertisements yourself—the non-displayer loses customers and loses profit. The present change of the weather conditions is causing a great demand for 'ASPRO'. We suggest, therefore, that if you have an 'ASPRO' display you show it. If you have not one—then write us to-day, and we will send the above set by return of post. Do not forget, either, the 'ASPRO' service of Chemists' envelopes and bags. They are good business pullers—they save you money.

Let us assure you here that our sales activities are being vigorously pushed. House-to-house broad-sheeting is in operation, backed by heavy national advertising. We advertise 'ASPRO' continuously. If you keep on displaying 'ASPRO' advertising material 'ASPRO' customers will keep on coming to you.

'ASPRO' consists of the purest Acetylsalicylic acid that has ever been known to Medical Science, and its claims are based on its superiority.

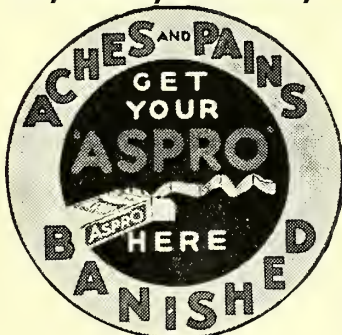
Made in England by

ASPRO LTD., SLOUGH, BUCKS.

Phone: Slough 608

No proprietary right is claimed in the method of manufacture or the formula.

AN 'ASPRO'
WINDOW STICKER



ASPRO
REG. TRADE MARK

BONUS ON PETROLAGAR LINES

'Petrolagar' brand Paraffin Emulsion with Cascara

One Free 8-oz. bottle of the new 'Petrolagar' with Cascara for each order for a dozen 'Petrolagar,' any assortment or size, and a display for 14 days of the 'Petrolagar' Display Card.

'Kaldrox' brand Adsorbent Compound.

One Free 6-oz. bottle with the initial order for 3/12th dozen made up of two 6-oz. and one 12-oz. bottle.

'Kaldrox' is an entirely new treatment for hyperacidity, gastritis, flatulence, colitis and diarrhoea.

Available during the month of October, 1935

Goods will be sent through the Wholesale Trade and the Bonus and Display Card direct from

Petrolagar Laboratories Ltd., Braydon Rd., London, N.16

LIQUID



PARAFFIN B.P.

FINEST QUALITY—

Highest viscosity, all Gravities.
Delivery made daily from stock
in various packing as required.
Supplied for all medicinal
purposes.
Guaranteed to comply
with the B.P. 1932.

EXPORT
Delivery made from
stock to comply
with pharma-
copœia of
all coun-
tries.

**IMMEDIATE
DELIVERIES**

PURFINOL ESTABLISHED 1915

LTD.

Brettenham House,
LANCASTER PLACE, STRAND, LONDON, W.G. 2
Telephone: Temple Bar 1318-9

10%

**EXTRA
PROFIT**

**OVER AND ABOVE
THE USUAL DISCOUNTS**

This is the average extra profit,
consequent upon de-stamping,
provided for you by the new

Licoricine
ACTS LIKE MAGIC
BRAND

PRICE LIST

Obtain details from your Wholesaler.

RETAIL PRICES REMAIN UNCHANGED

ISSUED BY
MANDALL & CO., LTD.
TOWER WORKS
NEWCASTLE-ON-TYNE

In your own interests **YOU SHOULD KNOW THESE FACTS**



1 For the first time, a British firm is producing Cod Liver Oil on a National scale. It is extracted for freshness on the High Seas in British Trawlers and refined in the largest and most up-to-date plant in the world.

2 Delicate processes of refining have rendered this oil almost tasteless and odourless without impairing the substantial vitamin potency which makes this British cod liver oil superior to all others.

3 The definite guaranteed minimum vitamin contents of our standard production are as follows:

Vitamin A — 1,000 International Units per gramme

Vitamin D — 100 International Units per gramme

Notice particularly that vitamin potencies are expressed in International Units recognised by leading British authorities on vitamin assay who have found "continental" units impossible of equation in terms of International Units.

4 Intensive Publicity during the coming season will direct your customers' attention to the superiority of British Cod Liver Oil sold under this Company's Trade Mark. Notify your wholesaler now of your requirements and be ready to meet the public demand.

BRITISH COD LIVER OIL PRODUCERS (HULL) LTD

ST. ANDREW'S DOCK, HULL, ENGLAND

TELEGRAMS: "VITAMINS, HULL"

TELEPHONE: HULL 37759

Every Bengué Speciality excels



AGOCHOLINE
Combination of Magnesium Sulphate and Meat Peptone, used as a cholagogue and also cholecysto-kinetic

PASSIORINE
Fluid extract of Passiflora Incarnata, circulatory and nerve sedative. A non-toxic preparation

OPOCALCIUM
A remineralising agent composed of mineral salts and gland extracts. Recommended for Tuberculosis, Rickets, &c.



DR. BENGUÉ'S BALSAM
Gives almost instant relief in cases of Rheumatism, Neuralgia, Lumbago, &c.

BENGUE & CO LTD

24 FITZROY STREET, LONDON, W.1
PHONE: MUSEUM 8608-9 GRAMS: "ANESTILE, LONDON"



**THE HOUSE
THAT
SPECIALISES
IN
PILLS
TABLETS & CAPSULES**

MODERN MACHINERY
& PLANT

Private Formulæ faithfully compounded

EXPORT ENQUIRIES SOLICITED

HOWARD LLOYD & CO. LTD.
Asfordby Street Works - LEICESTER


Ergoapiol-(Smith)
PAT. OFF. & FOREIGN COUNTRIES
REG. U. S.

CONSTANT prescription demand is assured by our continuous and extensive advertising campaign. ERGOAPIOL should be maintained at all times.

An adequate stock of ERGOAPIOL should be maintained at all times. Supplied only in packages of twenty capsules each. For the mutual protection of the ethical pharmacist, the physician and our product, the initials "MHS" are embossed on the inner surface of each capsule, visible only when capsule is cut in half at seam as shown.



MARTIN H. SMITH COMPANY
NEW YORK, N.Y., U.S.A.
THOS. CHRISTY & CO., 47, OLD SWAN LANE, LONDON, E. C. 4
Agents for Great Britain and Ireland



Wholesale Prices

1/3 Size	11/6 per dozen net
3/- Size	27/6 per dozen net

Carriage Paid Gross Quantities or equivalent.

Manufactured only by
J. F. WHITE & CO., Chemists
BENSON STREET, LEEDS.
Counter Bills free on application.

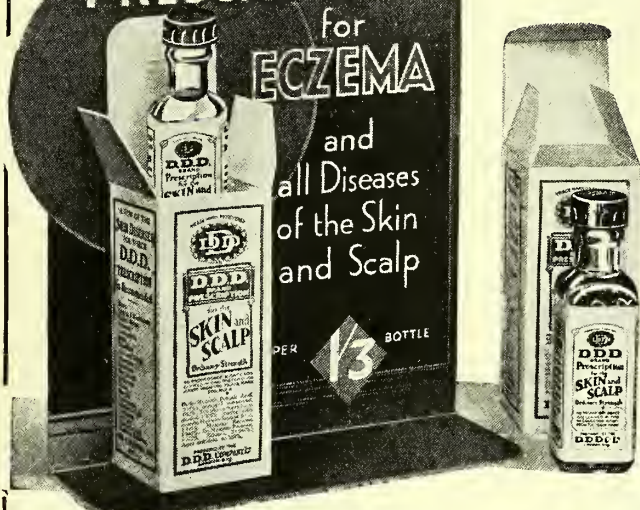
Increasing demand
for

D.D.D.

BRAND
PRESCRIPTION

for
ECZEMA

and
all Diseases
of the Skin
and Scalp



D.D.D.

BRAND

PRESCRIPTION

The Lotion for all Skin Diseases

Follows increased advertising in National and Periodical Press and Broadcasting. Advertising D.D.D. Prescription as a skin cleanser and tonic has created a new market for this lotion and other D.D.D. products.

PRICE LIST

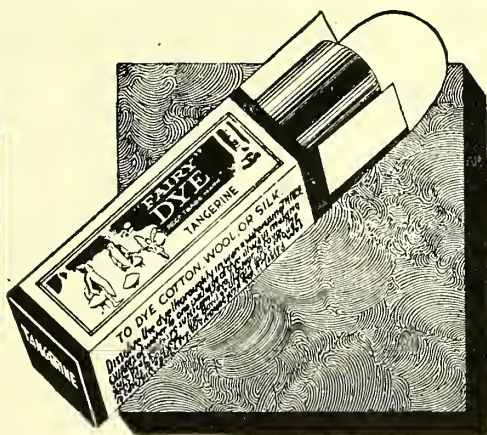
D.D.D. Brand Prescription	Small Bottle	1/3
"	Large Bottle	5 0
D.D.D. Soap	Per Tablet	1 0
D.D.D. Vanishing Cream	Large Jar	1 6
D.D.D. Cold Cream	Large Jar	1 6
D.D.D. Shampoo Powders	Box of 10	1 6
D.D.D. Talcum Powder	Per Box	1 6

less usual discounts

D.D.D. COMPANY LTD

New Folding Show-card free on request

3 FLEET LANE - LONDON, E.C.4



LONDON DEPOT:
292 UPPER STREET, ISLINGTON, N.1

FAIRY DYES, LTD., GLASGOW, N.W.

Fairy Dyes

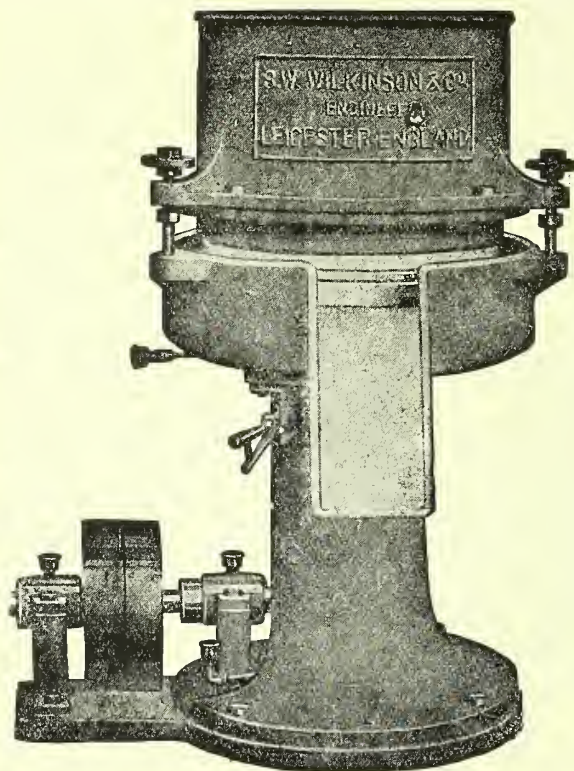
**It pays to
Concentrate
on
Advertised goods**

FAIRY DYES

are well advertised in the National Press and Ladies' Journals. They meet with a large and steadily increasing demand.

Sold at the popular price of 2d. per tube retail—attractively packed. 31 shades and colours.

See that your stocks are up-to-date.



The Latest Triumph in OINTMENT MILLS

SUPER SPEEDY MILL

IN REGULAR USE ALL OVER THE WORLD

THIS Machine is a combined Mixer and Grinder and is used very successfully in the production of all kinds of Ointments, Tooth Pastes, Beauty Creams, Patent Foods, etc.

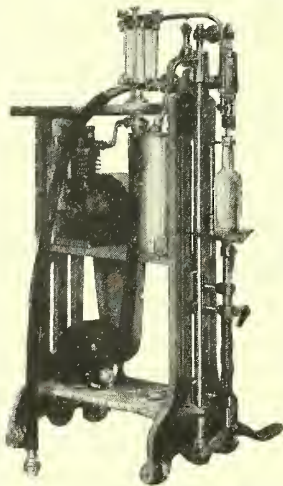
Each Machine incorporates Thirty Years' Accumulated Experience

S. W. WILKINSON & Co.

*Chemical Engineers and Specialists in
Pharmaceutical Machinery*

Western Road, LEICESTER

ROBERTS' PATENT "LEO" VACUUM FILLER



for Glass, Stone,
and Tin Bottles.
Fills all sizes from
drachm to quart—
long, short or
sprinkler neck.

**Clean and Rapid
No Over Filling
Broken Bottles
Rejected
Easy to Clean
Self Rinsing**

**WRITE FOR
PARTICULARS**

Roberts' Patent Filling Machine Co.

T. ROBERTS, Proprietor,

33 Roundcroft Street, Bolton, Lancashire

Makers of every description of Bottle Filling and Shallow
Jar and Tin Filling Machine for the Chemists' use.

ALL RIGHTS RESERVED

CHEMIST SIGNS

**BUY DIRECT FROM
THE MAKERS**

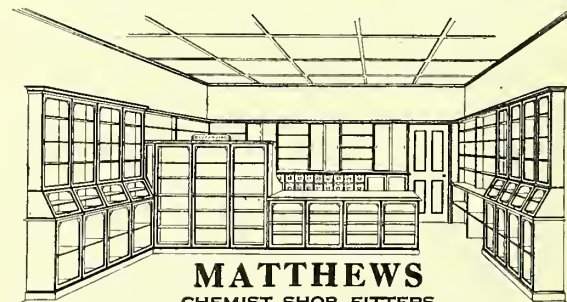
ILLUMINATED FROM 65/-

NON-ILLUMINATED FROM 47/6

**SEND FOR ILLUSTRATED CATALOGUE
SCINTILLATING SIGN SERVICE**

**68^A COLEBROOKE ROW
ISLINGTON N.1**

TELEPHONE CLERKENWELL 1310



MATTHEWS

CHEMIST SHOP FITTERS

14 & 16 MANCHESTER ST..

Established 1848

LIVERPOOL, 1

Tel.: Cent. 2693

VICHY-CELESTINS

The world renowned NATURAL Mineral Water.

(And the other State Springs of Vichy)

We beg to remind the Trade that the above are on the P.A.T.A. list and show a good return to retailers.



These waters are largely prescribed by Physicians, and Chemists would do well to have an ample stock on hand.

Pamphlets, Show Cards and Dummy Bottles forwarded on application.

CAUTION—Each bottle from the STATE SPRINGS bears a neck label with the word "VICHY-ETAT" and the name of the

SOLE AGENTS:—

INGRAM & ROYLE LTD.

Bangor Wharf, 45 Belvedere Road, London, S.E.1

And at LIVERPOOL and BRISTOL

Telegraphic Addresses :

"Ingram-Royale Watloo, London."

"Sprudel, Bristol."

"Celestins, Liverpool."

'Phone : WATERloo 4343 (2 lines).

'Phone : 21913.

'Phone : Bank 4528.

A CONTRACEPTIVE DOCTORS RECOMMEND

Ortho-Gynol—which since its inception has been distributed only through professional channels—is increasingly being recommended and its sales are growing.

Ortho-Gynol is the dependable contraceptive that is effective from the moment of its application. (Douching is contra-indicated for at least 6 to 8 hours.) It is aesthetically acceptable to the large majority. It does not deteriorate in tropical climates. It is independent of the variables—temperature, moisture, pressure.

And finally, Ortho-Gynol is now available in this economical bulk tube, containing sufficient for 15 to 20 applications, with an unbreakable Applicator, for 5/-.

A refill of the same size, but without Applicator, is sold for 4/-.

Ortho-Gynol is also available in the original box of 6 complete units, each with disposable nozzle, for 4/6.



WRITE FOR TRADE TERMS TO:—

Johnson & Johnson SLOUGH, BUCKS
(GT BRITAIN) LIMITED

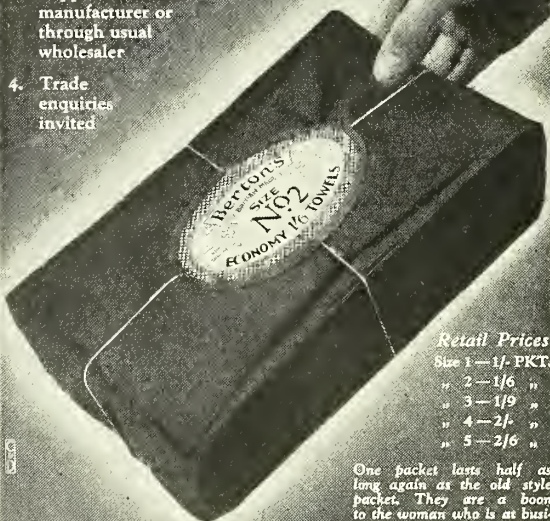
Associated Companies: AUSTRALIA:
Johnson & Johnson Ltd., 194/200 York
Street, N. Sydney.

S. AFRICA: Johnson & Johnson (Pty.)
Ltd., 20 Pritchard Street, Johannesburg.

Representatives & Agents: INDIA,
BURMA, CEYLON, SIAM, MALAYA, EAST
INDIES: A. A. Burton, P.B. 330, Bombay,
India. CHINA & JAPAN: R. T. Down,
Post Box 510, Chinese Post Office, Shanghai.
SPAIN: A. Amechazurra, Modesto Lafuente
3, Madrid. NEW ZEALAND: Potter & Birks
(N.Z.) Ltd., Adco Buildings, 12-24 Lower
Federal St., Auckland.

Bertons' Economy Sanitary Towel

1. To be nationally advertised as from July 1st in the leading Ladies' Journals
2. Retail Prices show clear 50% on 2/6
3. Supplied direct from manufacturer or through usual wholesaler
4. Trade enquiries invited



Retail Prices
Size 1—1/- PKT.
" 2—1/6 "
" 3—1/9 "
" 4—2/- "
" 5—2/6 "

One packet lasts half as long again as the old style packet. They are a boon to the woman who is at business or out of doors all day.

Arthur Berton Ltd.

Phones: Clerkenwell 1348-7-8-9
Wires: "Aybelm, Finsquare, London."

BRITANNIA HOUSE, OLD ST.
LONDON E.C.1
MANCHESTER: 30 CHAPEL STREET
GLASGOW: 29-31 DUXIE STREET

To BUYERS of TRUSSES!

The most complete up-to-date facilities for the manufacture of **RUPTURE APPLIANCES** of every known English and American pattern are operating at
**BLACK BULL WORKS,
MARKET ROAD, LONDON, N.7**

Hard Rubber, Celluloid, Leather and Mole

Covered and Elastic Band Trusses, under the

"MASTER"
BRAND
TRADE MARK



are sold in all
Markets of the
World.

"KO-RALLIUM." A new flexible covering for Steel Springs, is immune from Warping, Cracking, Shrinking or Peeling, Non-Inflammable, Impervious to Moisture, Neutral to URIC ACID Secretions. Supersedes Hard Rubber or Celluloid. Get to know of this. **It is Something Different!**

Suspensory Bandages and Jock Straps

We offer distinctive lines of outstanding value. Our weaving sheds allow of all intermediate profits being passed to our customers.

Write for sample range at Special Rate, then compare.

F. SCHUTZE & CO., LTD.

Black Bull Works, Market Road, London, N.7

on medical recommendation



CHLORAMINE PESSARIES

Zonite brand Pessaries are prescribed by the medical profession as a safe and efficient contraceptive, having no injurious effects.

Employing the powerfully antiseptic action of Chloramine in a non-toxic and non-caustic form, these reliable pessaries in no way irritate or damage the delicate vaginal tissues and adnexa. Their non-greasy base makes them pleasant, clean and practically imperceptible in use. 'Zonite' Pessaries are also invaluable for treatment of many inflammatory and infected conditions of the vaginal canal.

Already well established as a safe and dependable contraceptive, 'Zonite' Pessaries are to receive wider recognition and prescription still as the result of an extensive propaganda and sampling scheme, initially directed to 8,000 doctors and 14,000 nurses and mid-wives, which is now in hand.

These medically approved contraceptive pessaries, *offered to the Chemist on the basis of 16 to the dozen for initial orders*, should, with this rapid growth in demand, prove an extremely profitable line. A counter display stand is sent free with all orders.

For full particulars and standard trade terms write distributors:—Fassett & Johnson, Limited, 36, Clerkenwell Road, London, E.C.1.

FREE FROM
ALL GREASY
SUBSTANCES

Manufactured by the makers of
'Argyrol.'

A small, very attractive counter display card is sent free with every order.

Awarded Certificate by
The Institute of Hygiene
for Purity—Quality—Merit

LOCARNO

MEDICATED TOILET ROLL

COSTS 33/-
per gross



BRITISH
MADE

SELLS AT 72/-
per gross

Sales restricted
to Chemists

You are sure of repeat orders
by selling the "LOCARNO"
Contains 650 sheets of pure
white sulphite paper

Free delivery in United Kingdom
(Ireland excepted)

Packed in $\frac{1}{2}$ gross cartons

Free sample roll on application

Each Roll 12 oz.

Sole Manufacturers

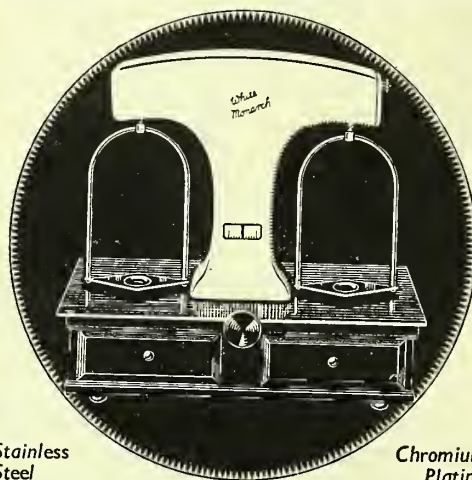
J. RUTHERFORD & CO. LTD.

VICTORIA PAPER MILLS,
VICTORIA RD., HOLLOWAY, LONDON, N.7

CONTRACTORS TO H.M. GOVERNMENT

WHITE MONARCH

THE MODERN ENCLOSED DISPENSING BALANCE



Stainless
Steel

Chromium
Plating

Entirely protected from dust and fumes by the white
porcelain enamelled housing. Strongly made to
withstand hard usage and yet retain its sensitivity

ASK YOUR SUNDRIES HOUSE TO
SHOW YOU ONE

WILLIAM A. WEBB, Ltd.
4/5 Skinner Street, London, E.C.1

REGISTERED

Reliance

TRADE MARK

ORIGINAL BRITISH SEAMLESS MOULDED HOT WATER BOTTLES

We have the finest plant in the
world and it is specialised. Please
judge our samples for yourself.

Direct or through your wholesaler.

RELIANCE RUBBER COMPANY LTD.

CREMORNE WORKS, LOTS ROAD, LONDON, S.W.10 (3)



The preference
of women
for Southall's
Sanitary Towels
brings steady
sales all the
year round,

The "ORIGINAL" and most
popular.
The "CELTEX" soluble, easily
disposed of.
The "K" made entirely of absorbent
cotton wool, with very soft cover.
The "COMPRESSED" for travel-
ling. A very popular line.

SOUTHALLS (BIRMINGHAM) LTD.



SOL-VO

REGD

TOILET PAPER

PURE - SOFT - HYGIENIC
(Completely Wrapped)

SELLING AIDS.

A display Showcard and "Personal Hygiene" leaflets with every order.

750 perforations to every roll.

No dirty edges, completely wrapped and sealed.

3 Doz. @ 6/- Doz. 6 Doz. @ 5/9 Doz. 12 Doz. @ 5/3 Doz.
CARRIAGE PAID-NET



FORD, SHAPLAND & CO. LTD.

PRINTERS & WHOLESALE STATIONERS,

GREAT TURNSTILE, HIGH HOLBORN, LONDON, W.C.1

Telephone: HOLBORN 4695.

"SURCO"

RELIABLE

ELASTIC HOSIERY

SEAMED & SEAMLESS

For special garments to
measure we maintain a 24
hour service.

:: BODY BELTS ::
TRUSSES :: SUNDRIES

Write for Catalogue.

SURGICAL HOSIERY CO., LTD.

Russell Street :: NOTTINGHAM

Telephone No.: 75903.

Telegrams: SURGICAL, NOTTM.

ZEAL

Clinicals

The Choice
of Experts

BRITISH
MADE

NO HIGHER
IN PRICE THAN
NONDESCRIPT
MAKES

Also Household, Bath
and Works Thermometers,
the best of their kind

G. H. ZEAL LTD.

MORDEN RD., MERTON,
LONDON, S.W.19
Phone: Liberty 2283-4-5



WORLD-WIDE SUPPORT FOR OVER 20 YEARS

● The Medical Profession the World over highly recommend with confidence, when Birth Control is found advisable, MORFI, the most reliable, **mechanical Transparent Contraceptive** yet produced, and manufactured in the World's **largest and most up-to-date hygienic factories**, by the firm with over 20 years' experience.

MORFI is manufactured of the finest Crepe Rubber and pure chemicals only, which enables a definite standard to be maintained.

MORFI products are transparent, hot vulcanised, and will keep fresh for at least three years in any climate.

MORFI Contraceptives are each tested three times, which enables Chemists to sell MORFI Products with absolute confidence.

MORFI TRANSPARENT. Retail 2/6 packet of three	Per Gross 27/-
„ IVORY. Retail 2/- packet of three	24/-
Fromms Act Tropic-Proof Transparent. Retail 3/- packet of three	36/-
Tropex Transparent. Retail 1/6 packet of three	18/-

Carriage paid on all orders of 1/- gross and upwards

SOLE DISTRIBUTOR:

HERBERT FROMM
ALDWYCH HOUSE, LONDON, W.C.2.

'Phone: Holborn 4870

In order to restrict the sale to Chemists and Druggists and prevent price-cutting, Morfi Products are now only obtainable direct or through the following wholesalers:

MAY, ROBERTS & CO., LTD.
7-13, Clerkenwell Road, E.C.1.

BROOKS & Warburton, LTD.
232-240, Vauxhall Bridge Road, S.W.1.

JAMES WOOLLEY SONS & CO., LTD.
Victoria Bridge, Manchester, 3.

ARDELCO RUBBER PRODUCTS.
407, Coldharbour Lane, S.W.9.

The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

SEPT. 28,
1935

28 ESSEX STREET, LONDON, W.C.2

ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

BUSINESSES WANTED and for **DISPOSAL, PREMISES TO LET** and **FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS FOR SALE** and **AGENCIES**—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

SITUATIONS OPEN—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

SITUATIONS WANTED—2/- for 18 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

LEGAL NOTICES, TENDERS, AUCTIONS, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines = 1 inch single column). (Box No., 1/- extra.)

MISCELLANEOUS (Wholesalers') Section for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less. (Box No., 1/- extra.)

EXCHANGE COLUMN (for Retailers, etc.)—Twopence per word, minimum 2/- (Box No., 1/- extra.)

THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2
Telephone: Central 6565 (8 lines). Telegrams: "Chemicus, Estrand, London."

CLOSING FOR PRESS

must reach us
not later than

FIRST POST THURSDAY MORNING

All advertisements intended for
insertion in this Supplement

ORRIDGE & CO. 56 LUDGATE HILL, E.C.4

ESTABLISHED 1846

Telephone Nos.: CITY 2283 & 7477

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—HIGHGATE (NEAR).—Middle-class Main Road Cash Retail Business; net profit this year about £650; rent under £100 per annum; long lease; stock worth £550; fixtures £400; offers invited.

2.—PADDINGTON (NEAR).—For immediate disposal for health reasons; very old-established Family Retail and Dispensing Business, showing a net profit of about £250 per annum; accountants figures; lock-up shop with reasonable rental and advantageous sublet; price all-at £500 or near offer.

3.—TOTTENHAM (NEAR).—Middle- and Working-class Cash Retail Business, taking £15 to £18 per week plus N.H.I. about 15s. per week; stock and fixtures worth £370; comfortable living accommodation; reasonable rental; price all-at £420.

4.—LONDON. —Several Cash Retail Businesses with Panel for disposal; takings £12 to £25 per week respectively, under management; very reasonable rentals; security of tenure; purchase price in most cases, valuation of stock and fixtures only; part payment terms entertained; initial outlay £50 to £100.

5.—HAMPTON COURT (NEAR).—Branch Business for disposal taking about £1,200 per annum; excellent profits; stock and fixtures worth £360; excellent modern living accommodation; price £600 or near offer.

6.—LONDON, S.W. —High-class Cash Retail Business offering scope for increase; turnover last year £3,200; accountants figures available; prospective purchasers with £2,000 to invest are invited to apply for further particulars.

7.—UPTON PARK (NEAR).—Cash Retail Business returning £25 to £30 per week plus substantial Panel; rent £80 per annum; sublet £60; reasonable offers invited.

8.—MIDDLESEX. —Cash Retail Business with extensive Panel; turnover this year approaches £2,900; lock-up shop; rent £135; long lease; price £2,000; further details upon receipt of a banker's reference.

9.—ESSEX. —Good Middle-class Cash Retail Business with exceptional Optical connection; turnover exceeds £2,750 per annum; new lease on lock-up shop at £130, rising to £150 per annum; stock worth about £800; further details upon application.

10.—LONDON, N.W. —Drug and Domestic Stores returning about £40 per week; excellent stock; rent £125 per annum; long lease; vendor leaving trade; price asked £1,400 or near offer.

11.—ESSEX (SEASIDE).—Business for sale, returning about £1,100 per annum; exceptionally well fitted shop, fully stocked; nice flat over; rent and rates £150 per annum; stock and fixtures worth £700; price all-at, £900.

12.—HANTS (SEASIDE).—Drug Store for disposal, taking £18-£20 per week, increasing; excellent living accommodation; genuine reason for disposal; low purchase price; part payment terms entertained.

13.—MANCHESTER (NEAR).—Branch Business for disposal; takings £750 per annum under management; growing district, new estate; low rent; good lease; stock £360; fixtures and goodwill £100; part can be left deferred; would suit young beginner.

14.—UPMINSTER (NEAR).—Cash Retail Business with Wireless connection; net profit £408 last year; stock worth £300; good living accommodation at present sublet, but available if required; rent £48; garage; price all-at £750.

15.—BUCKS. —Cash Retail Business, taking £32 per week; inclusive rent, £1 17s. 6d. per week; price for quick sale £350.

16.—BRIGHTON. —For immediate disposal owing to breakdown in health; good-class Business; takings £1,200 per annum; good living accommodation; no reasonable offer refused.

17.—WESTCLIFF (NEAR).—Cash Drug Store for disposal; increasing turnover, present rate £13 per week; very good living accommodation; price all-at £275; scope with the addition of extra capital.

18.—KINGSTON (NEAR).—Small Good-class Business taking about £21 per week; stock and fixtures worth £400-£450; rent only £1 per week; price £600 or valuation terms entertained; net profit £5 per week.

19.—GLAMORGAN. —Cash Retail Business returning about £2,200 under management; rent £100 per annum; rates £27; good clean saleable stock; price for lease and goodwill £400 plus valuation of stock and fixtures; health reasons for disposal.

20.—KENT. —Cash Retail Business taking over £1,200 under the management of a lady; double-fronted shop; stock worth about £450; rent £1 per week; price all-at £775 or near offer.

21.—LEE GREEN (NEAR).—Family Retail Business taking about £20 per week; good profits; low rental; long lease; price for immediate sale £450.

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Correspondence, mutually confidential, is invited from prospective purchasers of the following businesses at present available for purchase.

(C1) MANCHESTER SUBURB.—Up-to-date middle-class business, situated in populous residential area; no near opposition; turnover upwards of £2,000 per annum; net profit £500/£550; low rental; price all at, £1,650.

(C2) MIDDLESEX.—Old-established excellent profit-earning business situated in growing area; turnover approximately £2,600 per annum; net profit to owner-proprietor £650/£700; low rental; long lease; price £2,250 all-at, or near offer.

(C3) YORKSHIRE (WEST RIDING).—Old-established dispensing business, in present hands 30 years; average turnover approximately £2,000 per annum; property can be purchased or taken on lease; good living accommodation; further details in strict confidence to genuine prospective purchasers with available capital.

(C4) NORTH WALES.—High-class retail business, with good living accommodation; turnover for last year £1,469; quick sale desired owing to sudden domestic rearrangements, which necessitate early removal South; value of stock and fixtures accepted; (stock estimated at £620 and fixtures £200).

(C5) NORTH EAST (COASTAL TOWN).—Old-established, good-class lock-up pharmacy, occupying central position in main shopping area; turnover upwards of £2,000 per annum; rent £120; price all at £1,000.

(C6) FIFE SHIRE.—Old-established retail business with property; present returns approximately £1,300 per annum; excellent scope for further considerable development, as the premises occupy a leading position in the main shopping centre; further particulars upon application.

(C7) RENFREWSHIRE.—Old-established corner pharmacy; turnover for 1933-34, £1,526; 1934-35, £1,755; rent £68; price £1,000, including stock £560, and fixtures, estimated at £240.

(C8) HIGHGATE (NEAR).—Main-road middle-class business showing steady and consistent increase; present returns approximately £2,500 per annum; certified net profit for 1934-35, £552; for current year should approximate £650; audited accounts available; strongly recommended from personal knowledge.

(C9) LONDON, W.—Drug Store, very old-established, with living accommodation; turnover for last financial year, £1,221; net profit £301; rent £100; scope for immediate increase; price £750, or reasonable offer.

(C10) SUSSEX.—Attractive modern lock-up pharmacy situated in popular seaside resort (not Brighton); turnover upwards of £2,000 per annum; rent £150; situated in shopping street, in definitely improving position; price £1,450, or reasonable offer.

(C11) LONDON AND DISTRICT.—Several businesses with good scope for further development, are available for purchase at low figures; if desired, initial sums of £50/£100 down and the balance by periodical instalments, will be accepted; present turnovers vary between £750 and £1,400 per annum; further details upon application.

(C12) MORDEN (NEAR).—Good middle-class business with some optics; steadily increasing returns, which for last financial year amounted to £1,878; net profit, £400/£450; modern flat above; stock and fixtures estimated at £950; for quick transaction owner will sell at sacrifice price of £1,200 all-at; splendid opportunity, particularly for chemist-optician.

(C13) WESTCLIFF.—Splendid opportunity for enterprising chemist to acquire good progressive family business in prominent residential district; accountants' figures; turnover for last year, £1,363; net profit, £335; rent, £100, including good house; first reasonable offer secures; well recommended from personal knowledge; part of purchase money could probably be raised on loan if desired.

(C14) HOVE.—Undeveloped business with good self-contained house, including bathroom, small garden, etc.; present returns approximately £20 per week; abundant scope for increase; genuine reason for selling; price, all-at, £450.

(C15) LANCASHIRE TOWN.—Double-fronted main-road pharmacy situated in central position; certified turnover for 1934/35, £1,620; net profit £450; excellent living accommodation; property can be purchased or taken on lease; reasonable goodwill accepted, plus value of stock and fixtures.

(C16) HIGHBURY (NEAR).—Cash drug store in good residential area; present returns approximately £1,200 per annum; good scope for N.H.I. and private dispensing; living accommodation; property for sale, or lease at £120; owner retiring; stock approximately £410; price asked, £800; open to offer.

(C17) HARLESDEN (NEAR).—Attractive, up-to-date pharmacy, situated in growing middle-class area; returns for last financial year, £1,070; inclusive rental £47 only; lease 14 years; small goodwill plus value of stock and fixtures.

(C18) MUSWELL, HILL, (NEAR).—Good family business, in present hands 40 years; large panel; turnover now approximately £1,500 per annum, with plenty of scope for further increase; self-contained house; owner retiring; £300 is asked for goodwill plus value of stock and fixtures; open to offer.

(C19) KENT.—Exceptional opportunity for enterprising chemist to acquire increasing business with property for an outlay of approximately £700; turnover for 1933/34, £908; 1934/35, £1,203; up-to-date self-contained house, with good garden and garage; no near opposition; situated on main road; full particulars upon application.

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2.—HOME COUNTY (20 miles out).—Middle-class Cash Retail; in busy town; turnover about £30 weekly; plenty of scope; good house and shop; well stocked; price £850 or near offer.

3.—EASTERN COUNTY.—Medium-class Light Retail, in important town; returns average nearly £1,000; low rent on lease; well fitted shop (lock-up); stock worth £350; genuine reasons for selling; price £550, or valuation plus small goodwill.

4.—WESTCLIFF-ON-SEA.—Sound, progressive Cash Business; returns £1,363, net profit £335, audited books; modern corner shop, flat over; rent £100; price £800 or first reasonable offer.

5.—SUSSEX COAST.—Well-established Business; pleasantly situated on sea front; turnover last year averaged £20 weekly; good house; long lease; price about £325, little more than valuation.

6.—EAST HAM (near).—Progressive Cash Retail with excellent Panel; returns under management nearly £1,400, net profit about £350; modern Pharmacy; price £725 or offer, and £1,000 for property; £700 mortgage can be transferred.

7.—LONDON, S.W. (busy main road).—Light Cash Retail; showing steady increase; present returns approx. £1,500 per annum; rent £75, on lease; good stock; owner leaving retail; price £650 or close offer. Also Drug Stores; returns £900; price £350 or offer.

8.—HORNSEY (near).—Sound Middle-class Business, with excellent Panel; returns last year £1,480; neglected; was doing £1,850; owner retiring; well-equipped Pharmacy; good position; stock worth £600; offers invited; personally recommended.

9.—LONDON, E.—Well-established Drug and Photo Store; returns £700; under indifferent management; splendid chance for Chemist; price, including freehold, £500, plus stock (about £80).

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KIMBERLEY, NOTTS.—Five miles Nottingham, lock-up Chemist's Shop, completely fitted; Glass Case Dispensing Screen, Glass Case Fronted Counter, Wall Case, Drug Run, Linoleum, 9 ft. by 3 ft. Cased in Window; electricity; established 10 years, branch; population 6,000; rent 11s. 5d. clear; five surrounding villages without Chemist; vacant. Clarke, 15 James Street, Kimberley, Notts.

LANCASHIRE.—Wholesale Business for disposal; turnover approximately £12,000, and increasing; large proportion own Proprietaries; main-road warehouse at low expense; business capable of substantial expansion and is excellent opportunity. Write for details, 16/38, Office of this Paper.

LEEDS (near).—Middle-class Business, Wines and Spirits; owner retiring; 26 years here; average returns 3 years, £1,278, including N.H.I., £241; commodious house, bathroom, etc.; rent £55; stock and fittings at valuation, about £500; goodwill £300; plenty of scope for live man. Charles Marsden, Chemists' Valuer, 29 Oakwell Crescent, Leeds.

LONDON.—Cash Retail Business for Sale, 3 miles from Elephant and Castle; takings over £40 per week; large shop, with good living accommodation; semi-main road; no near opposition; chartered accountant's figures; reasonable goodwill accepted, plus stock and fixtures at valuation. 16/48, Office of this Paper.

LONDON, S.E.—Old-established Business; in busy main road; N.H.I.; Kodak and Selo Agencies; living accommodation, at present sub-let £65; returns £1,242; rent £110; stock and fixtures exceed £500; price £400 or nearest offer. 16/39, Office of this Paper.

LONDON, W.1.—Herbalist and Beauty Preparations and Parlour for Treatment, prescribing own proprietaries; good connection; all cash trade; long lease, moderate rent; for Disposal; low price accepted for quick sale; fully stocked; rooms for treatment and side-lines; at present under manager. 15/21, Office of this Paper.

MANCHESTER SUBURB.—Exceptional opportunity to acquire neglected Pharmacy at present under management; excellent opportunity for live man; large housing estate (no shops) being erected in immediate vicinity; no opposition for 1 mile radius; modern house with private entrance attached; Kodak, Selo and Rexall agencies. Price: Stock £250 (optional); Fixtures £100; Goodwill £75. 18/3, Office of this Paper.

MIDDLESEX.—Middle-class Cash Retail Business; modern shop, with flat above; long lease at moderate rental; net profit approx. £380. For further particulars apply 17/9, Office of this Paper.

NORTH CHESHIRE Pharmacy (Stockport district), with Optical Department; established 4 years; modern corner leasehold premises (no living accommodation); alterations and fittings cost £600; present stock (new) £200; takings about £1,000 per annum; scope for development; illness reason for sale; will accept £400 immediate disposal. 14/3, Office of this Paper.

NORTH DERBYSHIRE.—Old-established Country Pharmacy; turnover £1,500-£1,600; small N.H.I.; Rexall, Kodak and Selo Agencies; good opening for Optics; a really sound business; audited accounts; fullest particulars to bona-fide enquirers; price £850; freehold property, with living accommodation, £800. 16/16, Office of this Paper.

SOUTHEAST-ON-SEA.—Chemist's Double-fronted Shop, with good living accommodation; low rent; well stocked; trade £20 per week; price £350, all at. Station Estate Office, Prittlewell.

SOUTH WALES.—Excellent opportunity for young Qualified Chemist, lock-up Shop on new estate; neglected under management; takings £14 weekly; very low overhead expenses; price £200 all at. 15/22, Office of this Paper.

SOUTH YORKSHIRE.—Business in city suburb; turnover £3,000; private dispensing over £600; also N.H.I.; rapidly growing district; no opposition; good scope for Optics; house available; sale or partnership. Apply J. W. Best & Co., St. Peter's Close, Sheffield.

SUSSEX COAST.—Recently established Business in good-class residential neighbourhood; large shop, with excellent living accommodation; separate entrances to house and shop; no near opposition; long lease, reasonable rental; well fitted and stocked; Kodak and Rexall Agencies; splendid possibilities for proprietor Pharmacist; illness reason for sale; price £450. 16/42, Office of this Paper.

THAMES VALLEY.—Genuine Middle-class Business for Sale; lock-up shop, nicely fitted, well stocked; turnover increasing, averages £20 weekly plus small N.H.I.; good profits made; rent £50 per annum; scope for increase; price £150, plus stock and fixtures at valuation; good reason for disposal. 15/27, Office of this Paper.

WEST LONDON.—Drug and Photographic Store; excellent position on main road; great scope for Chemist; no near opposition; good living accommodation and garden; in growing district; further particulars on application. 15/11, Office of this Paper.

CHEMIST, Wholesale and Manufacturing; old-established business; ingoing about £3,700. Box 971, Strand House, London, W.C.2.

DRUG STORE, mid-Kent, busy main road; established 2 years; no opposition; profit £5 weekly, would be considerably increased under energetic man; low rental; owner going abroad; £250 or near offer. 14/2, Office of this Paper.

FOR Immediate Disposal at the low all-in price of £400, going concern, near London; established nearly 2 years; Dispensing and Photographic; returns this year average £21 per week; low rent and rates; stock and fixtures worth over £500; real bargain; particulars to genuine buyers. 17/130, Office of this Paper.

OPPORTUNITY occurs to purchase small Business, with good prospects, on advantageous terms; present returns about £18 per week under manager; lock-up modern Pharmacy, nicely fitted; rent £75 p.a.; long lease; Croydon district; will accept £100 cash and £200 by instalments over 4 years; reasons for disposal, inconvenient for supervision. 16/1, Office of this Paper.

£150 ONLY.—Well-situated, old-established Drug Store, once Chemist's; Kodak Agency; excellent opportunity for Qualified person; no near opposition; 7 rooms, garden; 10 years' lease at £65 per annum; ill-health reason for disposal; no reasonable offer refused for quick sale. "C," 37 Vestry Road, Camberwell.

BUSINESSES WANTED.

DEVON, South Coast Preferred.—Private Chemist requires High-class Business with or without Optics; prefers to buy property, with or without living accommodation; must show at least £500 net profit; capital available for larger business if required; new premises for sale would be considered; replies in confidence. 15/23, Office of this Paper.

REQUIRED, immediately, by private purchaser with substantial available capital resources, several Sound Businesses within a 75-mile radius of Birmingham, showing returns of £2,000 per annum and upwards; good prices will be paid for suitable propositions; bankers' references available; all negotiations conducted in a strictly private manner; introductions can be arranged at once. Please communicate initially, and under guaranteed assurance of confidence, with Ernest J. George & Co., 15 Bridge Street, Walsall. Telephone: 3774.

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MANUFACTURERS of an old-established brand of Medicinal Tablets require Representative or Agent to handle same as a side-line on good commission basis; connection amongst Chemists necessary. Write fully to Deneuron, 24 Wentworth Avenue, London, N.3.

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PHARMACIST, with outstanding degrees, desires interest in sound Retail or Wholesale business requiring moderate capital, or would alternatively consider purchasing or opening Pharmacy in partnership with Chemist-Optician; advertiser has had extensive Manufacturing experience in addition to Retail, and his qualifications would present great advertising value. P.C.B. 177/9, Office of this Paper.

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PHARMACIST Proprietor of an old-established Remedial Appliance wishes to get in touch with firm or one who would co-operate in developing and extending sales; this is an excellent opportunity for one with the necessary knowledge of "marketing" genuine goods to join in with a line possessing tremendous possibilities. 16/40, Office of this Paper.

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BIRMINGHAM.—Qualified Chemist; good Window-dresser; tactful Salesman; good Prescriber; trustworthy; could commence immediately. Also Chemist-Optician. Apply in first instance with copies of references, commencing salary required to Price & Co., Ltd., Chemists, 139 Bordesley Green, Birmingham.

LONDON, E.—Wanted, Qualified Manager for small branch shop; used to N.H.I. Dispensing and Window-dressing. Write, giving full particulars and salary wanted, 16/53, Office of this Paper.

LONDON, N.W.—Required, Qualified Chemist, able to organise new business; must also be thoroughly experienced in Sight-testing and other Optical work; Optical qualifications not essential. Send full particulars, stating salary required, to J. Dunbar, Ltd., 55 Barbican, E.C.1.

LONDON, N.W.6.—Qualified Assistant required, part-time, evenings and weekends free; must be good Dispenser and Window-dresser. 16/27, Office of this Paper.

MANCHESTER.—Unqualified Assistant wanted; must have had good all-round experience; state fullest particulars of experience, age and salary required. Conways, 113 Stretford Road, Hulme, Manchester.

MIDLANDS.—Qualified Assistant required at once; permanency; used to N.H.I. Dispensing and obliging to customers; salary £3 10s. and commission. Apply, with full particulars, age, height, references, etc., 17/10, Office of this Paper.

SHEFFIELD.—Qualified Assistant; reliable, trustworthy; thoroughly experienced; possibility of managing position for right applicant; state full particulars of experience and salary required. 15/17, Office of this Paper.

LADY Counter Assistant; good Salesman and Window-dresser; outdoor; one used to keeping books. Apply by letter, stating full particulars, Savage & Co., Chemists, Brighton.

SCOTTS PHARMACIES (1933), LTD., require the services of several smart and capable Qualified Men as Branch Managers; good salaries offered. Full particulars to 48-50 Durham Road, Holloway, N.7. 'Phone: Archway 2220.

ASSISTANT, Unqualified, male or Apothecaries' Hall (female); young, smart; good Window-dresser. State experience, references and salary required and send photo (if possible), Milo Turner, Chemist, Tamworth, Staffs.

ASSISTANT (Unqualified male, 21-25) required; Dispensing experience and Photographic knowledge essential; interview arranged by letter or 'phone. Full particulars to Rayner & Son, 39 High Street, Uxbridge, Middlesex. 'Phone: 53 Uxbridge.

ASSISTANT wanted for one half-day weekly, Tuesday, Thursday or Friday; Dispensing and Counter; good-class business. H. G. Green, 182 Upper Richmond Road, East Sheen, S.W.14.

ASSISTANT.—Young man, Unqualified, wanted (age 22-25); Dispensing and Counter; good references essential. Apply, James H. Wilson, Ltd., The Broadway, Crouch End, N.8.

CAPABLE and courteous Assistant required for middle-class business; light Dispensing, Window-dressing, Photographic, etc.; knowledge of Optics an advantage, but not essential—an opportunity to learn if interested; permanency to suitable applicant. London, S.W., district. Full particulars to 16/30, Office of this Paper.

IMPROVER or Junior, male, Unqualified Assistant wanted for S.W. County business. Please give full particulars of experience, salary required, age, etc., in first letter, to 267/666, Office of this Paper.

JUNIOR Assistant; good-class experience; please state age, height and salary required, enclosing photo. H. W. Bryan, Chemist, Malmesbury, Wilts.

JUNIOR Assistant, lady or gentleman; quick and accurate Dispenser, N.H.I., Counter and Windows; good references essential. H. Temperton, Chemist, 101 St. Mark's Road, Enfield. 'Phone: Enfield 2317.

LADY Assistant Dispenser (Unqualified), with Hospital experience, required. Write, stating age, salary required, etc., to the Secretary, London Homœopathic Hospital, Gt. Ormond Street, W.C.1.

MANAGER required for branch business which is worked single handed; shop closed ½-hour for dinner time, no Sunday or evening duty; salary £4 plus approx. 5s. commission per week with free living accommodation. 16/29, Office of this Paper.

MANAGER (28/40); West Suburban branch, working class, married; flat above; quick worker with initiative for new business and Windows; great scope; good salary and commission; permanency; knowledge Rexall advantage. Full particulars and for interview first, letter when free. 16/5, Office of this Paper.

QUALIFIED and Unqualified Juniors required for West End Pharmacy. Applications not answered within seven days respectfully declined. 18/4, Office of this Paper.

QUALIFIED Assistant for modern Pharmacy near Stamford Hill, London; congenial post; elderly person no objection; good Window-dresser an advantage; part-time might suit; strictly moderate salary to start, but prospects good. Write fully, including lowest salary, BM/DELC, W.C.I.

QUALIFIED Assistant required for modern, well-equipped progressive branch shop, London suburb; comfortable and permanent position, with ample opportunities for conscientious worker of good personality. Apply, stating fullest particulars, to 16/4, Office of this Paper.

QUALIFIED Assistant wanted, lady or gentleman; would suit retired Chemist requiring light duties or part-time. State salary, recent photograph; South Coast. 16/33, Office of this Paper.

QUALIFIED Gentleman, able to invest £100, to manage and work up medium-class business near London in a newly developed district. Usual particulars and salary required to 17/13, Office of this Paper.

QUALIFIED Lady or Gent. wanted, at moderate salary; light duties; in pleasant district in North Staffs; would suit person not too strong. Write, with usual particulars, to Sandbach, Chemist, Norton-le-Moors, Stoke-on-Trent.

QUALIFIED locum required from October 8 to October 21, inclusive wages £8; Lady or Gent.; state age and fullest particulars. S. Rosenbaum, M.P.S., 83 King Street, Treforest, Pontypridd, Glam.

QUALIFIED locum wanted, Monday only, October 7, for good-class Pharmacy. Phone Braham, Edgware 0456.

QUALIFIED man, good Window-dresser and Salesman essential, to work small West London shop single-handed; commence October 7th; flat over shop available soon. State if married, salary required, and enclose copy references. 16/10, Office of this Paper.

QUALIFIED Manager's Assistant wanted soon for permanency, aged approximately 30-40 years; gentlemanly address; knowledge Photography; good comfortable berth for satisfactory man. State full particulars, experience, married or single, salary, etc., first letter; photos will be returned. Apply Sidney Lane, Chemist, 100 Western Road, Hove.

REQUIRED on October 1st, permanency, young Unqualified Male Assistant (19-22 years); good gentlemanly appearance for high-class Counter Trade. Write, stating experience, photograph and refs. essential, and wages (live out), Gordon Morum, Chemist, Arcade, Guernsey, Channel Isles.

UNQUALIFIED Assistant, male, wanted; must be smart Counter hand and competent Dispenser, accustomed to good-class business; Surrey; state age, experience and salary. 267/667, Office of this Paper.

UNQUALIFIED Assistant required, but with Optical Qualification. Wrench, 8 Valley Walk, Shirley, Croydon.

WANTED.—A Qualified Chemist or Qualified Superintendent; honest and trustworthy. Write or apply to Kaits Pharmacies, Ltd., 77 High Street, Camden Town, London, N.W.1.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of receiving photographs, testimonials, &c., is one of some difficulty.

WANTED.—Qualified Assistant for well-equipped modern branch shop; permanent and comfortable position for conscientious worker. Apply, with fullest particulars, to Slaughterers (Chemists), Ltd., 351 High Road, Ilford, Essex.

WANTED.—Qualified Chemist, London; good Window-dresser; one used to N.H.I. Dispensing; permanency for right man. State age and salary, etc., enclose photo if possible, and stamped addressed envelope for return. 267/674, Office of this Paper.

WANTED.—Young Lady to assist Drug and Fancy Counters, knowledge of Dispensing essential; branch shop. Apply, full particulars, to Bewells, Ltd., 19/21 Pitfield Street, N.1.

YOUNG Unqualified Assistant required; must be good Salesman and Window-dresser; full particulars, copies of references and salary expected. Apply by letter only: Long & Strickland, 21 High Street, Bognor Regis.

YOUNG Unqualified Assistant wanted (male); middle of October; near London. Apply, giving full particulars of training and experience and state salary required. 267/673, Office of this Paper.

YOUNG Unqualified Junior Assistant (male) required for branch early October; permanency. Full particulars, including salary, to P. C. Geddes, M.P.S., 25 High Road, Chadwell Heath, Essex.

WHOLESALE.

LONDON.—A well-known Pharmaceutical House requires an Assistant Factory Manager, who must be a Qualified Pharmacist with varied experience—Tablets, Emulsions, etc.—and particularly in General Pharmaceutical Packing Operations. A young man with adequate experience and real ability will be preferred. Applications will be treated as strictly confidential and must contain fullest particulars of education, training and experience. 267/677, Office of this Paper.

LONDON and Nottingham.—Representatives required immediately in these areas for two advertised Proprietaries; applicants must have live connection with Chemists and Stores. Write full particulars, in confidence, and salary required, to Elma, Ltd., 16 Water Lane, London, E.C.3.

MIDLANDS Sales Representative required by London Manufacturers; should be able procure business from Wholesale Druggists, Manufacturing Chemists, Silk Dyers, Lubricating Oil Merchants for speciality oils, soaps; salary and expenses. Write, giving full particulars age, experience, commencing salary, to Z., 267/669, Office of this Paper.

INVOICE Clerk wanted, clear and quick writer, with previous experience of invoicing Chemists' lines. Full particulars to Ascotts Pharmacies (1933), Ltd., 48/50 Durham Road, Holloway, N.7. Phone: Archway 2220.

LONG-ESTABLISHED Toilet House marketing Soap and Preparations require the services of an established Representative in the South London area, which includes Kent and Surrey, on salary and commission; must have experience and associations on the area specified. Send full particulars and record, in confidence, to 267/668, Office of this Paper.

MANUFACTURING Chemists have vacancy for Chemist to take charge of Laboratory; Manufacturing and Organising experience essential. Reply, stating age, previous experience, testimonials and salary required, to W. H. Legat, Ltd., Bolton, Lancs.

MEDICO-DENTAL Toiletry Representatives Wanted.—(1) London, South Thames; (2) London, North Thames; Rest of England, Scotland and Irish Free State by arrangement; applicants must have well-established connections and state professions and trades called upon, giving number of customers in each class; state lines handled over past 10 years; state age and enclose photograph (returnable) and give extent and frequency of their itinerary; only territory efficiently workable will be granted. Apply, by letter only, to Sales Manager, Zirol House, Shaftesbury.

MESSRS. H. BRONNLEY & CO., LTD., Acton, have a vacancy for a Traveller with excellent credentials and clientele, for part of the Midlands and the Eastern Counties. Address applications, stating previous experience and salary required, to Dept. H., Bronnley's Soap Works, Acton, W.3.

OLD-ESTABLISHED London Manufacturing Druggists require outdoor Representative with established connection within a radius of 50 miles of Charing Cross; salary and expenses paid, together with commission; applicant must be able to drive a car, and hold the Society's Qualification (not over 35); please send full personal and commercial details, together with copies of any recent testimonials. 267/670, Office of this Paper.

REPRESENTATIVES (commission basis) required by Manufacturers of Powder Puffs and Puff-Handkerchiefs; applicants must have established connection amongst leading Chemists and large Stores; state experience, territory and lines at present carried. 16/36, Office of this Paper.

REPRESENTATIVES required for London and territories throughout Britain to handle a really new splendid line saleable by Chemists only; good Chemists' connection essential; good commission offered; no objection to other lines. Krusts', Ltd., 65, Marlborough Road, Hightown, Manchester 8.

TABLET Maker required by Manufacturing Chemists in London; only gentleman with varied experience in Tablet Making and Sugar Coating and first-class references need apply; progressive post. 267/672, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

RHODESIA.—Qualified Assistant with Optical Diploma; young, single; good appearance and address; accurate worker and good Salesman; 3 years' engagement; second-class passage paid out; salary £50, £52 10s. and £35 per month for first, second and third years respectively; selected applicant must sail promptly. Apply, with photo and full particulars, to P.C.B. 177/8, Office of this Paper.

WEST AFRICA.—Required, to sail 16th October, Qualified Pharmaceutical Chemist (23-25); single; preferably with Optical qualification and knowledge of D. & P. work; 20 months' tour, with four months' leave on full pay; salary £300 per annum, with £25 servant allowance; free quarters; first-class passage out and home. Reply, with copies of references and photograph, to 267/675, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.—MANAGERSHIP or responsible position required by M.P.S. with 36 years' experience all branches in West End and suburbs; married; thoroughly reliable; successful Prescriber; good personality; highest references; salary by arrangement; please state offer in reply; London or Home Counties. 17/12, Office of this Paper.

A.A.A.—QUALIFIED; Window-dresser; live Salesman, Prescriber; West End experience; now disengaged; salary £4 10s. "Advertiser," 54 Torrington Square, W.C.1.

A QUALIFIED Gentleman of experience, personality and initiative seeks Managership in high-class county-town pharmacy; unimpeachable references. 16/52, Office of this Paper.

ASSISTANT, Qualified July, 1935, requires position in London; one which will allow evenings free for study preferred; 6 years' good all-round experience; Square trained; tall (22). Bailey, 3 East Road, Maidenhead.

ASSISTANT, Unqualified, experienced Dispensing, Counter; part-time, locum or permanency; free October 1. Write C. G., 2A Yalding Road, Bermondsey, S.E.16.

ASSISTANT; West End experience; disengaged September 21; Counter and Dispensing; good reference; locum or permanency. Write to M. G. Birch, 4 Melrose Gardens, Shepherd's Bush, W.6.

ASSISTANT (36), Passed (Part I); first-class Dispensing and Counter experience; Photography, Agriculture; abstainer; disengaged in a month; good references. Williams, c/o Dovey Pharmacy, Aberdovey, N. Wales.

ASSISTANT (23), Qualified July, 1935, seeks position in London or near; high-class Dispensing, Counter and Window-dressing; excellent references; permanency. Thomas, 36 Guildford Road, South Lambeth, S.W.8.

BRISTOL or West.—Locum, permanency; experienced; 25 years manager and owner; disengaged. M.P.S., 6 Westleigh Park, Bristol, 4.

ELDERLY Qualified Chemist, disengaged, desires post as Superintendent; light d.t.y.; Dispensing; short hours; terms reasonable. 16/14, Office of this Paper.

EXPERIENCED M.P.S., shortly disengaged; all types of business; personality; locum or permanent. Chemist, 15 Lampont Road, Hounslow. Tel.: Hounslow 2150.

EXPERIENCED Qualified (48); management, locum or relief; free October 7th. Harris, 33 Henryson Road, Chudleigh Road, Brockley, S.E.4.

F.S.M.C., J.C.Q.O., will equip and stock an Optical Department, on engagement as Unqualified Assistant in Pharmacy; London or near. Stephens, 84 Stowe Road, W.12.

GENTLEMAN (45), First Qualified Assistant Chemist, desires situation; French Pharmacopœia; Dutch, French and English; tactful Salesman; excellent experience and references; free at once. 17/15, Office of this Paper.

LADY as Assistant Dispenser to Chemist or Doctor or Stores; many years' experience; quick and energetic; middle-aged; disengaged; Unqualified; seaside or country. M. S., 62 Padwell Road, Southampton.

LADY Dispenser, young, requires post, London district; 3 years' experience in a London Hospital, also Private Practice; knowledge Book-keeping. 8/14, Office of this Paper.

LOCUM, permanency or view succession; tall (39); all-round experience; disengaged September 29. M.P.S., 98 Newcomen Road, Wellingborough.

MANAGER, Qualified, desires position; first-rate Counter and Dispensing experience (45); free in three weeks. 16/3, Office of this Paper.

MANAGER, Qualified (40); London or near; free September 30; reliable and conscientious worker; 8 years West End; all-round experience; excellent references. Lord, 19 Northcott Avenue, Wood Green, N.22.

MANAGER; reliable; accustomed good class; disengaged September 30; interview. Pharmacist, 35A Hillfield Park, Muswell Hill, N.10.

M.P.S., CONTINUING studies, desires Wednesday half-day and week-end duties; Hospital and Retail experience. Cummins, 16 Mayflower Road, S.W.9.

M.P.S., F.S.M.C. (25), experienced, requires responsible position. 15/9, Office of this Paper.

M.P.S.—LOCUM or Superintendent (62); disengaged October 4; well experienced; knowledge of Optics. Chemist, 167 Gregory Boulevard, Nottingham.

M.P.S. (middle-aged), any capacity; disengaged October 12; Worthing or Brighton district preferred. C., "Piako," South Street, Tarring, Worthing.

M.P.S. (51), single, abstainer, good all-round experience, desires position in London as Manager or otherwise; moderate salary; disengaged. Hart, 12 Branksome Road, Brixton, S.W.9.

M.P.S. (24), with knowledge of Optics, desires change; all-round experience, country and London; smart appearance; free one month. 16/2, Office of this Paper.

PART- or full-time position; Qualified; elderly, active, reliable; moderate salary; London. 16/43, Office of this Paper.

PART-TIME job for Part II Student; reliable and efficient; Paddington or district preferred. Mark Mandleberg, 56 Norfolk Square, W.2.

PART-TIME Post required urgently, evenings and Sundays, whilst studying Part I. Machell, 7 Somers Road, Walthamstow, E.17.

QUALIFIED Lady requires part-time or full-time situation with Doctor or Chemist; Manchester or near. 15/20, Office of this Paper.

QUALIFIED (age 21), tall, energetic, capable, desires position as Manager or Assistant; 5 years' all-round experience. "Chemist," 335 Manchester Road, Audenshaw, Manchester.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

QUALIFIED, elderly, active, Locum or Manager; highest references; free October 8. Alwin, 76 Lincoln Road East, Peterborough.

QUALIFIED, locum, permanency, Manager (39); excellent references; all-round experience; disengaged. M.P.S., 18 King's Road, Sedgley Park, Manchester.

QUALIFIED Man requires Dispensing or other work; mornings, evenings; mornings, afternoons; or afternoons, evenings; London or elsewhere; now Ravenscourt Park. 16/35, Office of this Paper.

QUALIFIED (24), as Manager or position with genuine prospects; efficient; good-class business; studying Optics; at present engaged; excellent references; London. 16/45, Office of this Paper.

QUALIFIED (23); first-class Dispensing and Counter experience; excellent references; disengaged. Dodge, 140 Downhills Park Road, Tottenham, N.17.

QUALIFIED (26) requires post as Assistant or Manager; excellent references. 16/17, Office of this Paper.

QUALIFIED (24), tall, Square-trained, desires change, either Assistant or Manager; excellent references. F. H., 178 Corporation Street, Stafford.

UNQUALIFIED (bachelor); experienced sole control; good Counter Prescriber; small salary; town or country. J. Heely, 259 Underhill Road, East Dulwich, S.E.22.

UNQUALIFIED Lady (23), good appearance and Salesmanship, desires position Counter, Brighton or London. Shrubsole, 52 Portland Avenue, Hove.

UNQUALIFIED, Part I (age 24 years); 5 years' City, West End and Suburban experience; disengaged from Monday next. Write or 'phone N. R., 8 Stamford Hill Mansions, N.16. 'Phone: Stamford Hill 1572.

UNQUALIFIED (36); 20 years' experience City and West End; free September 30. Williams, 132 Chadacre Road, Stoneleigh, Surrey.

WHOLESALE.

A LIVE Representative, with strongly established connection amongst Chemists, Hairdressers and Stores, whole of London, is open to consider well-known house of repute; can prove ability by actual records; own car. Particulars to Keen, 267/676, Office of this Paper.

EXPERIENCED Traveller with first-class connection London, Provinces and South Coast seeks re-engagement; own car; knowledge of Retail. P.C.B. 177/15, Office of this Paper.

FOREWOMAN seeks position in factory; used controlling large staff of female labour; experienced Labelling and Wrapping. 17/8, Office of this Paper.

MEDICAL Representative, M.P.S., experienced, desires join first-class house; requisite personality, initiative; knowledge Therapeutics and Trade; drive car. 18/1, Office of this Paper.

M.P.S.—Ex-Proprietor, having disposed of his business to multiple firm, would undertake representation of established house; London; age 50; active; integrity and reliability assured. 16/37, Office of this Paper.

REPRESENTATIVE, covering South London, seeks additional advertised line; part expenses and commission; good connection Chemists and Stores. 16/46, Office of this Paper.

REPRESENTATIVE, Public School (38), 9 years' experience Straits and Malay markets, present employed, 6 years as Representative by Drug House, desires change, home or abroad. 15/7, Office of this Paper.

Price lists, trade circulars, samples, and printed matter can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.

CLEAR OUT—your Old or Damaged Stock of Photo Goods.
Why keep them any longer? Turn them into CASH.
I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.
S. E. HACKETT, 23 July Road, Liverpool

WORKS Chemist-Manager; experienced Packing, Manufacturing Toilet and Pharmaceutical Products; good Formulator; specialties toothpastes, toilet waters, shaving cream; useful to new company or one intending to launch out. 17/11, Office of this Paper.

WORKS Chemist (29), practical experience Cosmetic and Pharmaceutical Laboratories, knowledge of Costing and Buying, desires similar situation; able to take complete charge of manufacture; just disengaged; good references. 16/26, Office of this Paper.

FOR SALE.

GOLD labelled Shop Rounds, labelled Nests of Drawers, Mahogany Counter, 39 ft. (in four sections), and sundry Chemist's utensils, at 37/38 Merchant Street, Pontlottyn; inspection by appointment invited. Apply Mr. Trevor Thomas, Solicitor, Victoria Street, Merthyr Tydfil.

NATIONAL Cash Register, in perfect order; prints every sale and adds takings; smart finish; going cheap. Write R. Hawes, 136 Abbots Drive, North Wembley.

MISCELLANEOUS.

CASH REGISTERS, National, all kinds; Total Adders, Ticket Issuers, Printers, etc.; Box Cash Tills, fully guaranteed; no reasonable offer refused; all reliable makes bought, sold, exchanged, repaired; easy terms. Write or call, Amalgamated Business Machines, Ltd., 78 Long Lane, Smithfield, E.C.1 ('Phone National 0674). Satisfaction guaranteed. D. Deiches, Managing Director.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass-fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate Glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., at competitive prices. F. MAUND & E. BERG (SHOWCASES), LTD., Shop Fitters and Shop Front Builders, 175/9 Old Street, London, E.C.1.

CHEMISTS' Shop Fittings in Oak or Mahogany; keenest prices; 8-ft., 10-ft., 12-ft. Drug Fittings; 6-ft., 8-ft. Wall Cases; 8-ft., 6-ft. Dispensing Screens; 6-ft., 8-ft., 10-ft. Serving Counters; 4-ft. Nests Counter Drawers; All-Glass Counters; Silent Salesmen; Bottles; Window Enclosures and Glass Shelves; send for rough sketches. GEORGE COOK, The Working Shopfitter, 27 Macclesfield Street, City Road, E.C.1. 'Phone: Clerk. 5371.

8 x 28 lbs. Glycerine, 17s. 6d.; 50 ozs. Genuine Neroli, 5s.; 14 lbs. Citronella, 1s.; 4 lbs. Menthol, 12s. 6d.; 14 lbs. Bergamot, 5s.; 20 gross Opal Pots, with aluminium caps, 2 oz., 15s.; 7 lbs. Salol, 3s. 6d.; 1,000 gross Bottle Caps, 9d.; 250,000 Ampoules, 10 min.; 1 lb. Hydrokinone; 8 ozs. Metol; 8 ozs. Amidol. Offers? Delivered free London. Sanovia, 72A Angell Road, Brixton.

10 FT. Drug Fitting; 6 ft. Wall Case; 12 ft. Glass-fronted Counter, nests of Counter Drawers; 6 ft. Dispensing Screen and Counter; Counter Case; Personal Weighing Machine; Chair; all reconditioned and polished. PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, E.C.1. Telephone: Clerkenwell 2191. "Pharmacy fitters for over a century."

EXCHANGE COLUMN.

FOR DISPOSAL.

WHAT Offers for three shares in Camwal, Ltd.? Gratte, Windyridge, Newport, Mon.

20 SHARES in Ucal. What offers? Must sell. "M." c/o West, Ltd., Chemists, 11 High Street, Crayford, Kent.

Disclaimer by **THE VENO DRUG Co. Ltd.**

In a weekly paper an editorial note has recently been inserted to the effect that the Veno Drug Co. Ltd. intended to enter the cosmetic market. It further stated that this Company controlled Beechams Pills Ltd., that agencies had been invited to submit schemes for advertising this proposition, and that Messrs. G. Street & Co, Ltd., were associated with the Veno Drug Co. Ltd. as advertising agents.

The Directors of the Veno Drug Co. Ltd. wish to give an emphatic denial to the whole of the above statements. They have no intention of marketing cosmetics of any description, and, as is well known to the trade, this Company—manufacturing the world famous Cough Cure, Dr. Cassells Brand Tablets and Germolene Brand Ointment—is a subsidiary company of and controlled by Beechams Pills Ltd.

The proposed purchase of the assets of Phosferine (Ashton & Parsons) Ltd., which was also referred to, is still subject to approval by the shareholders of that Company, and the announcement of the completion of this deal in the issue of the paper in question is premature.

The VENO DRUG CO. LTD., VENO BUILDINGS, MANCHESTER

TOILET PREPARATIONS

PACKED PHARMACEUTICALS

BULK DRUGS

DISINFECTANTS

AQUAE AROMAT. CONC.

Full strength-stable

EXT. CASC. SAGR. LIQ.

From carefully matured bark

EXT. GLYCYRRH. LIQ.

Made strictly to B.P. requirements

SAP. MOLL. VIR. In screw cap tubs

UNGUENTA. In tins and pots—Cold filled

TETMAL

A proprietary tablet showing progressive sales. For Headache, Neuralgia, Toothache and all women's ailments due to nerve suffering.

Price 11/3 Doz.

Retail 1/3 tube

Can be recommended with every confidence for repeat orders.

"A reputation that is sound and enduring is more valuable than a passing success, however spectacular, and it cannot be built up in a day."

For 50 years a policy of supplying only the finest pharmaceutical preparations at reasonable prices has been consistently maintained.

You can be certain of their purity and quality when you order from

WRIGHT LAYMAN & UMNEY LTD

44-50 SOUTHWARK ST.

LONDON S.E.1.





Look Well Ahead!

ADVERTISING CAMPAIGN

FOR

CRÈME SHALIMAR

(for smooth white hands)

We urge you to look to your stocks of this famous product and to see that you have the very striking cut-out for window and counter display.

A comprehensive Advertising Campaign has been arranged for the Autumn and Winter.

SUPERB COLOUR ADVERTISEMENTS

Whole pages in full colour have been booked in a wide range of periodicals — Britannia & Eve, Woman & Beauty, Dress & Beauty, Woman's Sphere, Screen Pictorial, Home Journal, Weldon's Ladies Journal, etc., etc.

Link up with this intensive campaign by displaying Crème Shalimar prominently.

dubarry

GOLDSTONE LABORATORIES, HOVE

